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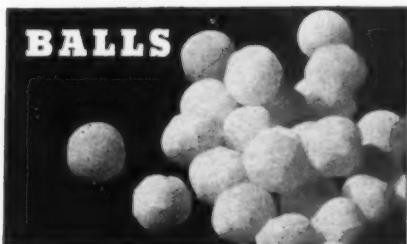
# NAPHTHALENE



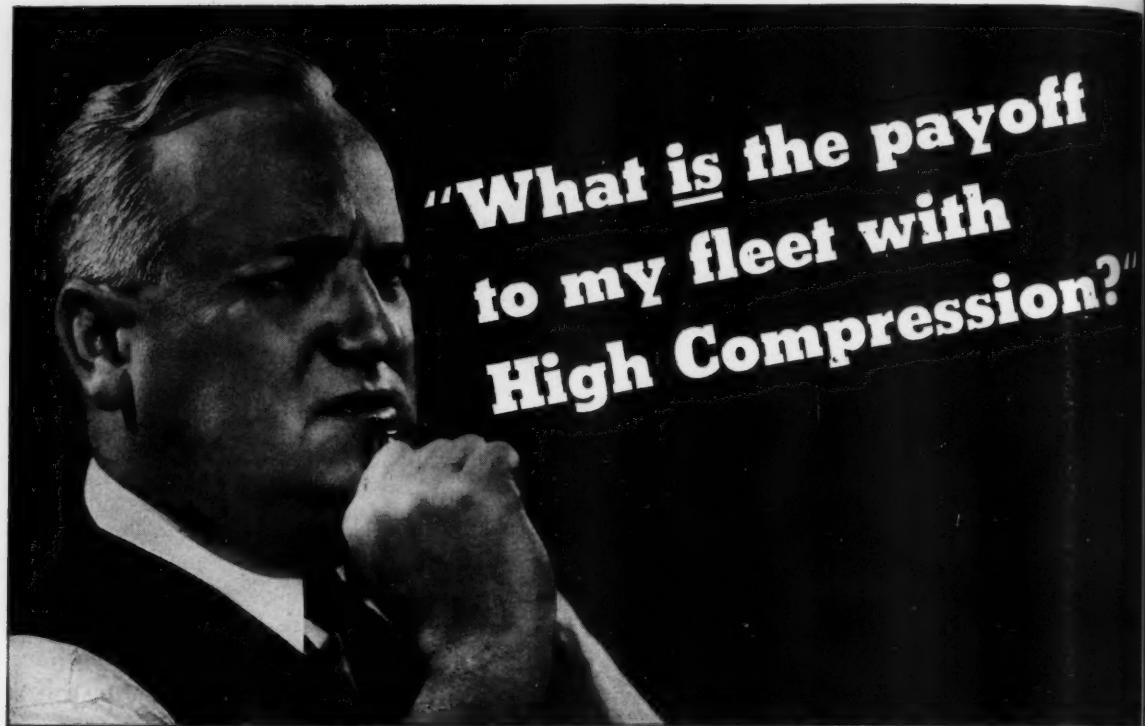
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*Everywhere*



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• Illustration shows the new International 3 to 4-ton Model D-50 with semi-trailer body of special design. International sizes range from the Half-Ton unit in the low-price field up to rugged Six-Wheelers.

INTERNATIONAL HARVESTER COMPANY  
(INCORPORATED)  
606 So. Michigan Ave. Chicago, Illinois

# INTERNATIONAL TRUCKS

## The Editor's Page

### PAYING THE PRICE

PROBABLY we should have headed this article "Who is going to pay the price?" because that question is certainly foremost in the minds of many warehousemen throughout this land, facing increased costs showered down on the industry by new laws and by various conflicting union organizations who are fighting among themselves to gain control of the labor of warehouses and terminals.

Along the eastern seaboard, indications point to the control of inland warehouses by affiliation with the Truckmen & Chauffeurs Union, while the docks, wharfs and piers and waterfront houses are to be controlled by International Longshoremen's Union, probably with competition from C.I.O. still to be reckoned with.

What the warehousemen are going to use for an umbrella is something to think about . . .

The usual procedure is to pass the costs along to the consuming public but can the warehouseman do that and still hold his business volume? The industry as a whole has been beaten down on its prices for years, but with the cost increases continually creeping into operations, some companies have already notified shippers and storers of increases in rates from ten to twenty-five per cent, effective immediately.

Users of warehouses have been fair in agreeing to some of these increases but is the added revenue going to be sufficient to meet all these demands and still leave something for the owners, stockholders and unorganized white-collar men responsible for the actual operation—we wonder.

Warehouse patrons dodge the use of warehouses on the slightest provocation. All sorts of substitutes have been and continue to be found to keep from paying the price. . . .

Don't think the manufacturer doesn't have his troubles too. A recent example—(names deleted). In a letter sent by the president of a western concern to his stockholders, he says: "In 1936 we were able to declare a dividend on common stock of 10 per cent or \$10.00 per share. During 1936 we paid taxes equal to \$39.33 per share or four times as much in taxes as dividends and for the average number of employees we paid the equivalent of \$972.31 in taxes for each employee, or for every \$100.00 we paid in wages we paid out \$118.00 in taxes." That's his side, and no mention is made of other increases.

Warehouses will have to have more money, and

justly so. There can be no delay, but proposals for increases must be handled with the diplomacy of a foreign diplomat. More than likely the customers will be found to be receptive and agreeable.

### CONNERY-BLACK BILL

Movement of industrial and business establishments from state to state, prompted by the lure of greater supplies of available labor, tax subsidies, or other economic advantages, will be discouraged if the Connery-Black labor bill becomes statute. (See story on page 17.)

These movements have had an important bearing on the warehousing industry, dislocation of storage accounts being one inevitable result. On the other hand, household furniture movers have found these shifts a source of profitable business.

A fundamental aim of the Connery-Black bill is to remove the incentive for transfer of operations from one area to another. The magnet of subsidies may continue, but the labor market, theoretically at least, will feel a leavening effect.

One of the declared purposes of the legislation designed by President Roosevelt and placed in bill form by Representative Connery of Massachusetts, and Senator Black of Alabama, is to end wage and hour differentials.

"The employment of workers under substandard labor conditions in occupations in interstate commerce, in the production of goods for interstate commerce, or otherwise directly affecting interstate commerce," says the preamble, ". . . causes industrial dislocations directly burdening and obstructing interstate commerce and diverting interstate commerce from areas in which fair labor standards are maintained to areas in which such substandard labor conditions exist."

That being so, sponsors of the legislation have set out to end substandard labor conditions wherever they exist, bringing conditions up to a level with those in other areas, and thereby effectively eradicating the principal cause of movement from state to state.

### FACTORY MIGRATION

Either because of dissatisfaction with local tax and labor conditions or restrictions, the desire to be closer to markets or raw material supplies, industry in general is in a moving mood.

Many factories are being re-located, enlarged or are adding to their personnel because of production expansion. Most of such activity involves over-the-road movement of household goods of executives or employees, office and plant equipment, etc. To keep its readers posted on possible business of this character, *D and W* has started a new department, "Factories on the Move."

According to the F. W. Dodge reports, during the first four months of 1937, over \$101,000,000 was spent in thirty-seven Eastern states for new factories and alterations to existing buildings. This compares to \$66,000,000 during the same period in 1936. The food product industry has been a leader in plant relocation since it must now pay considerably more attention to production and production economy. Being forced to do business on a very narrow margin of profit, this industry has sought production nearer its source of raw materials and markets. During the first four months of this

year it has spent \$18,000,000 for new plants and alterations. This compares with \$10,000,000 during the same period of 1936.

Considerable of the food plant movement has been to the South. For a great many years the South had to import from other states nearly a billion dollars worth of food products not produced there. Then came a broad industrial development in that area, namely the migration of other industries such as textiles, chemical, paper, etc., together with a changing emphasis agriculturally from cotton to naturally grown agricultural items. All this has worked toward bringing a realization that food processing plant relocation in that section of the country is a logical and sound move.

Other economic changes necessitating moving of employees and equipment are possibly in the making and should serve further as a source of new business for those who are in a position to offer the necessary services needed.

### Gain in Merchandise Warehousing Occupancy Across First Quarter; March Figure Highest in 2 Years

An upward movement in merchandise warehousing's occupancy "curve" was experienced during the first quarter of 1937, it is indicated in the June release of the Bureau of the Census of the Department of Congress. This newest Government table presents the provisional figures for March 31 and the revised or final ones for Feb. 27.

*D and W*'s records, maintained for purposes of comparison, show that the average occupancy for the entire country was, based on Federal figures, 61.6 per cent on the final day of 1936. By Jan. 30 there was an advance to 62.0. The final mark for the last day of February, as now reported from Washington, is 62.4. The provisional figure for the final day of March is 64.8.

Thus from the close of 1936 to March 31 there was a reported net gain of 3.2 per cent.

March 31st's provisional 64.8 is the highest level attained since February of 1935. For that month the recorded mark is 65.2, and all subsequent monthly figures have been below that.

The provisional 64.8 for this past March 31 compares with 61.8 on the last day of March of 1936. The highest final-day-of-March percentage is 70.8, in 1928, the first year of this Government statistical project.

The accompanying "Occupancy Leaders Among the States" comparison shows that Michigan (except Detroit) was provisionally the leader on March 31, with 87.5%. On the final day of the previous March, Arkansas-Oklahoma led with 84.3% and Michigan ranked fifth.

A feature of the Government's June release is that Washington and Oregon are for the first time bracketed, with 76.7%. Previously the two States were listed separately.

Among the individual cities, Chicago ranked provisionally first at the close of March with 86.4%, followed by Detroit, Kansas City, St. Louis and the New York metropolitan district in that order.

Gains this past March 31 as compared with Feb. 27 were indicated for Massachusetts, Rhode Island, the New York metropolitan district as a whole, Pennsylvania, Ohio, Indiana, Chicago, Michigan, Detroit, Wisconsin, Iowa, Kansas City; Maryland and Delaware and District of Columbia grouped; North and South

Carolina, Georgia-Florida, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Idaho-Wyoming, Montana; Arizona and New Mexico and Utah grouped; Colorado, Washington-Oregon, and California.

The sharpest advance was 21.5%, in Michigan outside of Detroit.

### Tonnage

During this past March 519,739 tons arrived at 961 reporting warehouses. Of this total, 426,267 tons, or 82.0 per cent, entered storage, the balance being delivered on arrival. In February the same number of warehouses reported receipt of 388,624 tons, of which 77.3%, or 300,592 tons, entered storage, the balance being delivered on arrival.

### Occupancy Leaders Among the States

	Percentages* March 31, 1937	Percentages March 31, 1936
87.5 Mich. (except Detroit)	84.3 Arkansas-Oklahoma	
85.4 Arkansas-Oklahoma	81.8 Kentucky-Tennessee	
85.2 Alabama-Mississippi	80.2 Alabama-Mississippi	
84.9 Idaho-Wyoming	80.2 Arizona-New Mexico	
83.8 No. & So. Carolina	79.6 Michigan	
80.8 Kentucky-Tennessee	79.4 West Virginia	
79.2 Georgia-Florida	78.2 No. & So. Carolina	
79.1 Ariz.-N. M.-Utah	75.9 No. & So. Dakota	
77.4 Indiana	75.4 Washington	
76.7 Washington-Oregon	75.0 Idaho-Wyoming	

\*1937 percentages are provisional.

### Foreign Firms Exempted in Tennessee

The governor of Tennessee has signed a bill that exempts foreign corporations from the requirements of filing its charter in the office of the secretary of state or otherwise qualifying or becoming domesticated in that state.

The state laws heretofore have assessed a privilege tax of \$300 for the carrying of stocks of merchandise in warehouses and have made it mandatory to file with the secretary of state copies of charters.

The new law states that corporations from outside the state which wish to warehouse and distribute stocks in the state need only designate an agent for the acceptance of legal service within the state. A fee of \$20 is charged for the filing of such agency with the secretary of state.

## FACTORIES ON THE MOVE

LUTHER GRINDER & MFG. CO., Milwaukee, Wis., it is stated, will move its plant sometime in August to Fond du Lac.

• • •  
Aldox Products Corp., New York City, has leased extensive floorspace in the former Everett Mills properties, Lawrence, Mass. This firm, specializing in the patented treatment of textiles, expects to be in full production by early Fall.

• • •  
Hansen, Van Winkle, Munning Co., Matawan, N. J., has purchased a plant at Bridgeport, Conn., and will employ about 200 workers.

• • •  
Independent Cloak Co., and its subsidiary, the Britainshire Co., will soon consolidate and move from New Britain to Manchester, Conn. They employ about 650.

• • •  
Beech-Nut Packing Co. plans to construct a tomato products plant at Webster, N. Y. The company will also build a packing plant at Fairport, N. Y.

• • •  
H. J. Heinz Co. will establish a plant at Hammond, La., it is reported.

• • •  
Lampert Mfg. Supply Co., Inc., will move from New Bedford, Mass., but has not decided as yet on its new location. It is reported that plans may be made to split the business, continuing a part in the East and a part in the South.

• • •  
Kadin Handbag Co., Hudson, N. Y., employing 250, may move its plant at Danbury, Conn.

• • •  
Angostura-Wuppermann Corp., Norwalk, Conn., manufacturer of Angostura bitters, will transfer its activities to St. Thomas, Virgin Islands, where it has acquired a large factory. A contract has been signed with the Virgin Island Co. for the purchase of rum, which is an important ingredient in the bitters.

• • •  
Rearwin Airplanes, Inc., Kansas City, is discussing with the Miami Chamber of Commerce, Miami, Fla., the possibility of moving its plant there. Negotiations have been under way since December.

• • •  
Sterling China Co., Wellsville, Ohio, employing 365 persons, may accept an offer to locate its plant in another city. At one time, the company had considered moving to Carrollton.

• • •  
Iten Fiber Co., Cleveland, will center manufacturing in Ashtabula, where it will add a new building to the one now occupied and employing twenty-one persons. The move will add thirty more persons to the payroll, these coming from the Cleveland plant.

• • •  
G. W. Emmert and J. S. Hammes, manufacturers of toys in Detroit, are seeking permission from Birming-

ham, Mich., to move their plant there. About forty persons would be employed during peak production and sixteen otherwise.

• • •  
Pepsodent Co., Chicago, has formed an all-Canadian company, Montreal, to be known as the Pepsodent Company of Canada, Ltd.

• • •  
General Motors plans to construct a 400,000 sq. ft. plant in Rochester, N. Y., for the manufacture of accessories. Approximately 3,000 men will be employed and the plant will be in production about January, 1938.

• • •  
Elcar Coach Co., Elkhart, Ind., manufacturer of trailers, may move to the Engman Range Co. plant in Goshen, Ind.

• • •  
Syntron Co., Pittsburgh, will move its plant and employees to Homer City, Pa.

• • •  
Hobart Manufacturing Co. will move its kitchen aid division plant from Troy to the scale division at Toledo.

• • •  
Peerless Silk Mill, owned by Harry and A. Fine, New York City, will be moved to Pawtucket, R. I., from Rockville, Conn., where the firm has been employing 150 people.

• • •  
Hinkson Paper Co., Springfield, Mass., will move to Palmer, Mass. About 18 men are employed.

• • •  
Illinois Cereal Mills, Inc., Paris, Ill., will move the equipment of the Advance Milling Co., Chicago, recently purchased, to Paris. About 100 new men will be added by the purchase.

• • •  
Paine Publishing Co., Dayton, Ohio, has bought the March Brothers Publishing Co., Lebanon, and will move the equipment to Dayton.

• • •  
J. R. Watkins Co., Winona, Minn., has plans under discussion for removal of the plant to Newark, N. J. Heavy taxes and the desire to be nearer the Eastern sales territory are given as reasons for the move.

• • •  
William Mueller, owner of a large factory mill at Robesonia, Pa., is surveying the Ennis, Tex., territory looking for a suitable location for his plant. Principal raw materials are in the Texas territory.

• • •  
Broquinda Corp., 408 E. Ohio Gas Building, Cleveland, has purchased three large buildings at St. Petersburg, Fla. to manufacture ice refrigerators and allied parts.

• • •  
Majestic Radio & Television Corp., a subsidiary of the Davega Stores Corp., will move its manufacturing from Marion, Ind. to a building at West 50th and Rockwell Sts., Chicago. A line of electric refrigerators, in addition to radios, will be manufactured, it is stated.

(Concluded on page 49)

# THE RAILROADS' AMAZING NEW

**They have pushed forward with better service to shippers, in methods, in public prestige and esteem . . .**

"HERE'S to the Buffalo Railroad! May we soon breakfast in Utica, dine in Rochester, and sup with our friends on Lake Erie." So ran the toast offered "Way Back When." How ridiculous it sounds today, especially when we think of the modern streamlined

trains, the smooth roadbeds, or even the scheduled freighters of the New York Central—the modern freight cars mounted on passenger-car trucks, with the

engines scooping water from track pans as they speed through the night to deliver their cargo, hitting 65 miles an hour on some stretches—covering the 460 miles from New York to Buffalo in ten and one-half hours.

#### **Package Car Service**

Similar speedy dispatch of freight is shown in a recent bulletin issued by the Transportation Committee of The Chicago Association of Commerce, giving schedules for package car service from Chicago. The Grand Trunk, Pere Marquette, Michigan Central, and Wabash offer a 1-day run to Detroit, while the Chicago & North Western, the Burlington, Chicago Great Western, Soo, Rock Island, and the Chicago, Milwaukee, St. Paul & Pacific have a 2-day service to the Twin Cities. Freight for Omaha, Kansas City, Wichita, Des Moines, and Sioux Falls is scheduled to arrive the second day. In the same number of hours, trips are also made by the Illinois Central, Chicago and Eastern Illinois, the Southern, Chesapeake & Ohio, the Pennsylvania, the Monon, Louisville & Nashville, and the Big Four, to Louisville, Paducah, Nashville, Memphis, Knoxville, Birmingham, Baton Rouge, and New Orleans; while many Atlantic seaboard points are covered on three schedules.



*Norfolk & Western Railway empties ready to be called into service*

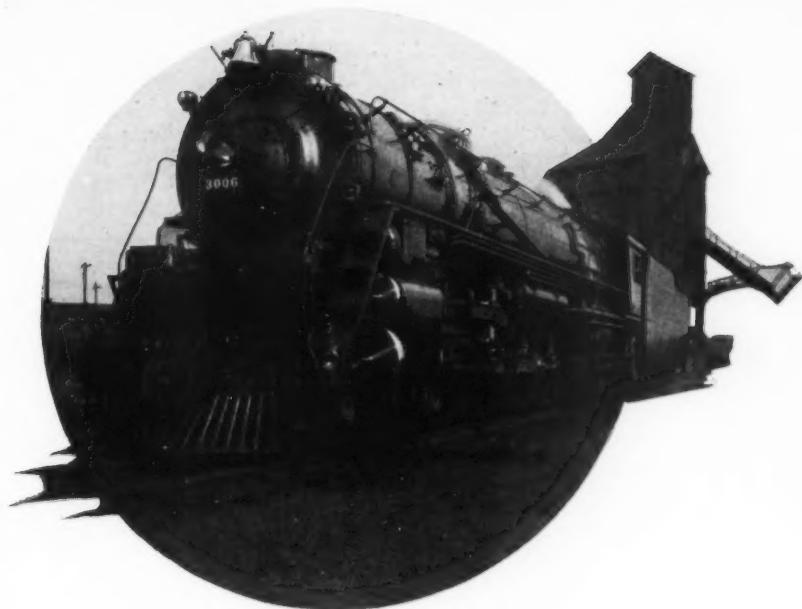
*peals most to your appetite each month. If your diet requires certain vitamins and calor-*

# NEW ADVANCE

Such speed is quite in contrast to the old lumbering freights of a few years back. In these days when man travels on trains bearing such names as Hiawatha, Abraham Lincoln, Mark Twain, the Flying Yankee, the Comet, the Rebel, and the Challenger, he dispatches freight on trains called Frisco Flash, the Speed Witch, the Panama Dispatch, the Rocket, the Roundup, and the Zenith.

One rolling along aboard a streamliner of the present day, is not likely to think of the development of railroading, or even give a thought to the question as to whether there ever was a time when railroads were few. Most of us just take things for granted, and it is so easy to sit back and take things as they are today. Yet, slightly less than 100 years ago, in 1838, the first railroad in the "West" was built between Detroit and Ann Arbor. Statistics show that in 1850 there was but 1 mile of track to each 19,000 of population in Illinois, Michigan, Wisconsin, Iowa, and Missouri, while New England could boast of but a mile of railroad to each 4,000. It was this onward march of the "Iron Horse" from that time on that did so much to encourage new settlements—to push back the frontier in order to open the West.

The development of transportation has had much to do with determining the course of industrial expansion. Industrial and commercial enterprises sprang into being along the main arteries of the railroads as they were projected farther and farther into the western wilder-



*This steam giant of the Chicago & North Western line is about to pick up a string of freights on a scheduled run*

ness. Probably no other one factor has lent as much to industrial development as has the railroad—a determining influence in bringing about a wider distribution of the products of our manufacturing industries.

#### 50 Per Cent Increase

In those earlier days the freight trains chugg-chugged along at what, from a little distance, seemed like a snail's pace, and only certain commodities could be shipped over what then seemed like long distances. Now, however, the average speed of freight trains between terminals, including all delays encountered en route, is approximately 55 per cent higher than it was as late even as 1920. Many freight trains are being operated with the regularity and dependability of passenger trains, and in many cases almost as fast. Due to the speed-

ing up of freight trains, many communities throughout the United States now enjoy overnight freight service from points as far as 500 miles distant. Tank cars now are used for the transportation of all kinds of liquids, including gasoline, oils, acids, chemicals, molasses, and milk. Other types of cars have also been developed to suit products that require special handling. Claims resulting from loss and damage to freight shipments have been reduced approximately 85 per cent in a period of about 15 years, and about 80 per cent of all such claims are settled by the railroad within 30 days after being received. New freight cars are constantly being added to the rolling stock—36,036 having been on order Feb. 1, 1937, the largest number for any corresponding date since 1926.

All this means that manufacturers and consumers will reap the benefits of this improved service. Shippers profit by increased sales when those at distant points are able to receive products which formerly could

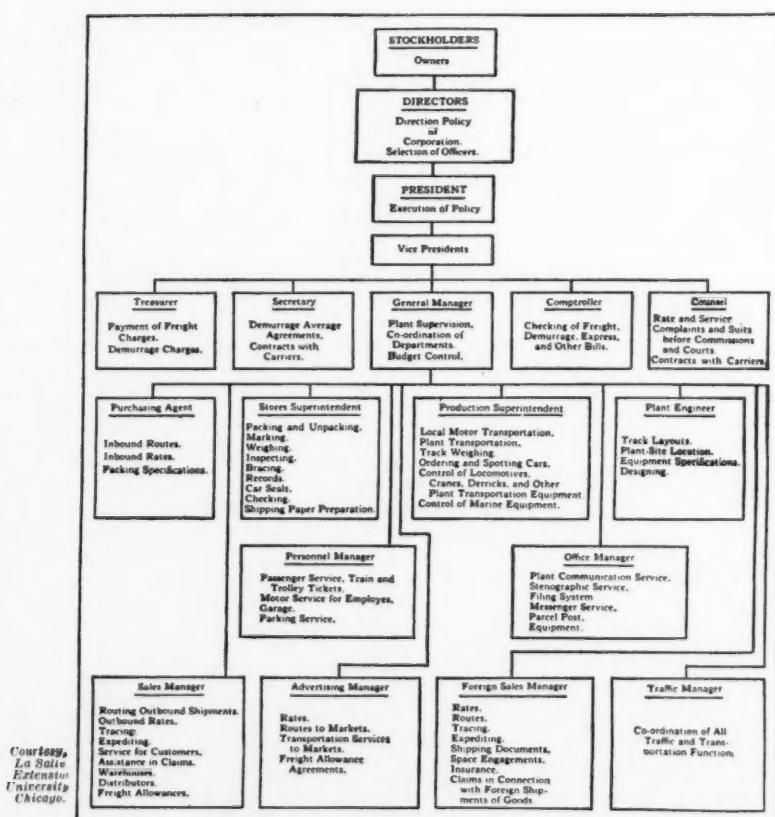
*(Continued on page 53)*

**By Carleton Cleveland**

*ies, Chef Spooner can best prepare a balanced meal for all if he knows your individual*

First of a Series of Articles on  
**TRAFFIC MANAGEMENT**

**COMMERCIAL TRAFFIC DIRECTION**



TODAY commercial and industrial executives are awakening to the importance of efficient traffic administration. This phase of business management is now being recognized as an important departmental activity doing much toward the elimination of waste and loss incident to in-coming and out-going shipments. It is now seen that in bygone days much work, particularly in connection with the routing of completed orders through the plant, the packing, the selection of transportation with regard to time en route, rates, and safety, has too often been looked upon, even in otherwise well-managed business establishments, as just routine work to be done by anyone with ordinary intelligence.

In the development and expansion of modern business, methods of manufacture and quantity of production have occupied the key positions. Production

*Outline Showing Ways in which the Traffic Department can co-operate with various Departments in an Industrial Organization.*

*requirements. You are therefore cordially invited to write and tell him what part of his*

EXECUTIVE AND FINANCE	ACCOUNTING AND STATISTICS	PURCHASING	STORES (Raw Materials)	
Advising new plant and branch house locations Giving advice on all traffic agreements between executives and carriers Securing sidetrack installations Advice relative to purchase of transportation equipment Recommendations concerning purchase of materials-handling devices Estimate budget for transportation costs Preparation of periodic reports of traffic department savings and accomplishments Quotation of freight rates	Auditing transportation bills Arranging credit agreements with carriers Preparation of rate-case exhibits Supplying information necessary to correct settlement of customers' claims and deductions for freight rates Supplying shipping data for annual report to stockholders and directors Reporting status of claims filed, canceled, compromised, and paid	Quoting rates from possible sources of supply Securing satisfactory rates and ratings Arranging for transit privileges Expediting and tracing shipments Clearing import shipments	Cartage, lighterage, and switching into stores Sending delivery records to receiving department Making demurrage and car-release agreements Inspecting inbound shipments Securing necessary notation on documents when shipments are damaged Handling claims for loss and damage Arranging for warehousing	
PRODUCTION	STOCK (Finished Product)	SALES	ADVERTISING	LEGAL
Designing new products with reference to transportation requirements — detachable legs on furniture; nesting; K. D. flat Planning method of shipping — "knocked down," "set up," "nested," or not "nested" Designing suitable containers Intraplant transportation Intraplant communication Planning and supervising industrial tracks Removing waste materials	Assembling goods for shipment Packing, marking, and weighing Making weight agreements Arranging for trap-car service Warehousing Cartage, lighterage, and switching out	Quoting rates to possible markets Making comparisons of rates from various sources of supply Having rate discriminations removed Arranging for transit privileges Arranging for mixed carload and pool car shipments Preparing rate guides for salesmen Handling freight claims for customers Issuing bulletins relative to approaching rate advances or other changes in transportation conditions Expediting and tracing shipments Checking customer's freight-allowance deductions Buying transportation and making reservations for salesmen and customers	Mapping territories showing by shading sections to which rates are most favorable, fairly satisfactory, and unsatisfactory Stressing shipping advantages, such as: 1. Light-weight containers 2. Adequate protection 3. Articles which can be shipped K. D. 4. Guarantees of delivery in good order	Rate cases and I & S dockets Loss and damage claims Installation of side tracks Necessary legislation Preparation of Rate Exhibits

Chart Showing Traffic Functions as Frequently Executed by Various Departments in an Organization, which Should be Absorbed by a Traffic Department.

Courtesy, La Salle Extension University, Chicago.

# ON MINIMIZES TRANSPORTATION WASTE

costs have been reduced in the industries, and new methods of manufacture developed. New administrative departments have been created to meet the ever increasing demand of departmental management.

It is in this trend of advancement that industrial and commercial traffic direction has found its rightful place. Today the importance of the traffic department is on a par with other departments of a business organization. All too often has it happened that ways and means were found to cut costs along a production line or in the marketing of a product, only to have such savings irretrievably lost because of haphazard, wasteful, and negligent practices resorted to in packing and shipping the product; and this many times attributable to the fact that everybody in the organization was too busy producing and selling the product to bother about shipments, other than to see that they were dispatched in the right direction.

Some causes for waste occurring because of a lack of intel-

ligent and appropriate traffic management might be listed as:

1. Improperly supported claims against carriers.
2. Failure to get proper classification and to take advantage of lower rates, due to an unfamiliarity with traffic schedules.
3. Making l. c. l. shipments when carloads to a "break bulk" point would have shown a saving point would have shown a saving.
4. Overlooking opportunity to secure better rates through changing type or form of container used.
5. Goods reaching destination in damaged condition because of poor packing.
6. Demurrage charges.
7. Carelessness in checking freight, express, cartage, and warehouse bills.
8. Failure to use public warehouses for carrying spot stocks at strategic sales and distribution points.
9. Exercising care in the selection of warehouse outlets.

Many times, too, as the important task of traffic management has been handled as a "side-line"—a sort of neglected step-child—

by some other department. Or again, the traffic functions have sometimes been parceled out among the different departments of the organization—the purchasing department perhaps attempting to figure out the proper shipping containers and packing materials that should be used; the office department, the catchall for odds and ends of administrative work, preparing the sipping papers, looking after parcel post and motor transportation; the sales department joining with the executive department in looking after warehouse contracts, determining on the type of carrier to be used, and whether shipments are to be made by parcel post, express, or freight; the shipping department, generally living up to its name in so far as seeing that the shipments actually got on their way.

Many instances could be cited showing the worthwhile savings resulting from the installation of a traffic department. A company in Michigan, for instance, manufacturing woodworking machinery, rather hesitatingly per-

(Continued on page 57)

# NEWS

## U.S. Chamber Votes Against Support of Pettengill Bill

Member organizations of the Chamber of Commerce of the United States the early part of June refused to approve the transportation committee's proposal to support the Pettengill Bill for repeal of the long-and-short-haul clause of the fourth section of the Interstate Commerce Act.

The proposal was defeated by the narrow margin of seven votes, when the membership through a special referendum, voted 1,069 for the committee's recommendation and 545 against it.

Chamber of Commerce officials explained that it always takes a two-thirds majority to commit the Chamber for any proposal. In this instance the affirmative votes lacked seven of being a two-thirds majority.

Passage of the Pettengill Bill, which has been approved by the House and is now before the Senate Interstate Commerce Committee, would enable railroads to charge more for a short haul than for a longer one over the same route and in the same direction.

The highly controversial ques-

tion was sent to the Chamber membership 45 days ago. As is usual in the Chamber's procedure, the referendum pamphlet carried not only the committee report supporting its recommendations, but also arguments in opposition to the recommendations.

The proposition voted upon reads:

"The committee recommends that the long-and-short-haul clause should be eliminated from the fourth section of the Interstate Commerce Act, and that a provision be enacted placing the burden of proof upon the carrier to justify long-and-short-haul rates, fares, and charges against claims of violation of other applicable provisions of the Interstate Commerce Act."

## N. Y. Warehouses Will Raise Storage and Labor Rates

Due to increased labor costs as a result of the recent strike agreement with the International Brotherhood of Teamsters and also to higher rentals, Social Security payments, etc., both inland and waterfront warehouse members of the Warehousemen's Association of the Port of New York have agreed in body to increase storage and labor rates substantially. This group, though small in number, controls over 80 per cent of the storage space in the Metropolitan area.

Cold storage warehouse members of the Cold Storage Warehousemen's Assn. have worked out an agreement which has been submitted to the union that calls for a 44-hr. week, a straight salary of \$35 per week, no vacations but recognition of eight holidays, excluding Columbus and election days, and time and a half for overtime. The former wage scale average \$23.

The 1-yr. agreement signed by the inland warehouses calls for a \$33 weekly wage, as against a \$23 average formerly, and an original demand of the union for \$36. A 44-hr. week and time and a half for overtime, double pay for holidays and Sundays, and vacations with more than a year of service were granted. The employees on strike were also granted back pay as of June 1.

The waterfront warehouses were confronted with an 80-cent per hour demand but settled for 75 cents with 5 cents additional

for checkers, hoist operators, motormen and watchmen, and 10 cents additional for men handling raw sugar, etc. The agreement is for 16 months and will terminate Sept. 30, 1938. The former wages ranged from 33 to 67 cents per hour.

**Boston.** A strike here of nearly 1,000 employees of twenty-two warehouses and cold storage plants was settled on a \$30 per week basis, a working week of 45 hrs., no vacations and no benefits under a mutual benefit arrangement. The negotiations were with the Longshoremen's Assn., representing the new Marine Warehouse Employes Union, an affiliate of the American Federation of Labor.

## Increases for Norfolk Longshoremen

Freight handlers employed by the Norfolk Tidewater Terminals, Lamberts Point Terminals and the American-Hampton Roads Line are receiving 40 cents per hour on a basic day of 9 hrs. and 60 cents per hour for overtime and holidays. The former pay for freight handlers was 30 cents and 35 cents per hour. Checkers are getting a minimum wage of \$25 per week with time and a half for overtime. When checkers receive as much as \$135 per month, no overtime will be charged.

## Denver Warehousemen Increase Wages and Shorten Work Day

Under a contract granted organized furniture movers, transfer and warehousemen of Denver, Colo., substantial wage increases, shorter working hours and higher overtime rates prevail. According to I. F. Rowan, secretary of the Colorado Transfer & Warehousemen's Assn., Inc., signing of the contract followed several weeks of negotiation.

The contract grants a 10-hr. day with overtime at one and one-third times the regular rate of pay after 60 hrs. in any one week. For holidays, the rate is one and one-half regular pay with the exception that one and one-third the regular pay shall apply on work performed for freight forwarding companies, and a further exception that no

*scriptions of those nominated this month, but before we do so, we want you to know*

overtime rates shall apply for Sunday or holiday work in delivering of newspapers or films, unless the hours per week worked are in excess of 60, in which case the overtime rate of one and one-third will govern.

Wages are as follows: checkers, 60 cents per hour; warehousemen under 1 yr., 50 cents per hour; warehousemen over 1 yr., 55 cents; freight handlers and helpers, 52½ cents; extra help, 45; van drivers of household goods and furniture, 65 cents; van driver helpers of household goods and furniture, 60 cents; drivers, less than 1 ton, 50 cents; drivers, 1 ton and up to 2 tons, 55 cents; drivers, 2-ton and over including 5-ton, 60 cents; drivers, over 5-ton when on special heavy-duty work, 65 cents; packers foreman, 80 cents; packers, 65 cents. All men will be paid at the rate applying to the particular job on which they are employed.

Wages for heavy workers and riggers are as follows: foreman, when crew consists of two men and foreman, 75 cents; foreman, when crew consists of more than two men and foreman, 90 cents; riggers, 75 cents; heavy work helpers, 65 cents; winch operator when actually operating winch on job, 75 cents; extra labor on heavy work, 50 cents.

The contract continues until Dec. 31, 1938.

#### Wage-Hour Bill Would Make Long-Distance Trucking Impossible, Says ATA

Declaring before a joint Congressional committee that the Black-Connery Fair Labor Standards Bill is not designed to meet the requirements of transportation, J. Ninian Beall, speaking for the American Trucking Association, Inc., asked that Congress exempt motor carriers from the proposed legislation.

In the event such exemption is not granted, Mr. Beall urged the inclusion of an amendment which virtually would leave the final prescription of hours for the trucking industry within the jurisdiction of the Interstate Commerce Commission.

In a prepared statement, the ATA spokesman outlined briefly some of the problems of the industry, pointing out that wages and hours were so closely related to rates that divided jurisdiction over these factors of cost would result in conflicts which would "make

interstate transportation practically impossible."

It was also pointed out that an increase of 40 per cent in wages in the pig-iron industry would result in an increase of only 2 per cent in the total cost, but a 40 per cent increase in the trucking industry would result in an increase of 16 per cent in operating costs.

#### Sugar Rates Upward

Withdrawing from their insistence that any nationwide revision of sugar freight rates based on carloadings of 80,000 lbs. must include putting New Orleans-Chicago on New York-Chicago basis rather than on a Baltimore - Chicago basis, the traffic executives committee of the eastern trunk lines at their meeting in Chicago the middle of June agreed to enter into the program for advancing of sugar freight rates, details of which were covered on page 40 of the April issue of *D and W*.

All of the railroad groups (excluding the eastern trunk lines), and various all-water transportation interests reached an agreement to increase all-rail rates to destinations where 80,000-lb. carload rates apply by 6 cents per 100 lbs. The all-water rates were to be advanced 7 cents per 100 lbs. and the barge rail rates 6½ cents. The eastern trunk lines withheld from the higher rate agreement claiming that relationship of sugar rates from the eastern origins as compared with those from New Orleans should be adjudged at the same time. Rates from New Orleans are on the Baltimore basis and differentially below New York basis. The eastern lines maintained that the relationship of rates from New Orleans should be adjusted to the New York basis. This demand was later dropped.

The sugar rates on 80,000-lb. carloading will be advanced 6 cents on all-rail movement while on 60,000-lb. carloads the all-rail rates will be advanced 3 cents.

It is understood that the Federal Barge Lines have agreed to advance rates on sugar 7 cents per 100 lbs. to river points including Minneapolis, St. Paul, Kansas City and Mississippi River ports.

To Chicago, Peoria, Cincinnati, Louisville, Kansas City, Burlington, Rock Island and Du-

buque, the Federal Barge Lines and the Mississippi Valley Barge Line have agreed that their all-water differential under the all-rail rates is to be five cents per 100 pounds with a barge-rail differential of 3½ cents per 100 pounds. To St. Louis, Cairo and Evansville, these water lines have agreed to an all-water differential of 4½ cents and a barge-rail differential of 3½ cents. To St. Paul and Minneapolis, the all-water differential is to be seven cents and the barge-rail differential 3½ cents.

The contemplated charges in the sugar rates from New Orleans are as follows:

80,000 Pound Carloads New Orleans to Chicago		
	Present	Proposed
All-rail .....	34	40
All-water .....	28	35
St. Louis .....	32	38
All-rail .....	27	33½
Barge-rail .....	28	34½
Burlington, Rock Island, Dubuque		
All-rail .....	38	44
All-water .....	32	39
Barge-rail .....	34	40

#### Bayonne Pier Plan Gains Financial Aid

The Public Works Administration has advanced \$1,000,000 to Bayonne, N. J., to start work on the \$4,250,000 New York Bay port terminal development. This is to be constructed on a one-third grant, two-third loan agreement. The government purchased general obligation bonds, despite two pending legal actions aimed at the project.

It was believed the project would be delayed at least until the Fall, when the present suits would be decided. A maze of legal complications appeared to have stood in the way of the government's purchasing the bonds this early, one which was a stay issued in May by the New Jersey Court of Errors and Appeals to restrain the State Banking Commissioner, C. K. Withers, from substituting port terminal income debentures for mortgages held by the defunct Mechanics Trust Co. on bay property figuring in the development.

The substitution was made, nevertheless, according to a satisfaction of mortgages filed June 15 with the country Register of Deeds, William Sullivan, under which \$2,050,000 in mortgages is wiped out and two parcels of shore property is turned over to

(Concluded on page 25)

## Ex

## Parte 104,

## Part VI

(*Washington Correspondence*): To serve their competitive purposes it was necessary for the trunk lines to have their own warehouse facilities, and the motive of the carriers in engaging in the commercial warehouse business in the New York District, "is to induce shippers to use their rail facilities, and thereby increase the volume of traffic over their respective lines," the Interstate Commerce Commission declares in a supplemental brief filed this month in the New York District Court in the case of the seven trunk line railroads seeking to enjoin the Commission from enforcement of its order prohibiting granting of warehouse facilities to shippers "below cost."

Ex Parte 104, Part VI, involves practices of trunkline carriers serving the Port of New York and specifically the warehousing and storage of property.

## Purpose of Order

The purpose of the ICC order is to correct the so-called unjust discrimination, undue prejudice and other violations of the Interstate Commerce Act as a result of complaints of private warehouses and an ensuing investigation by the ICC which culminated in the order after two extensive hearings.

The order requires that the seven carriers cease and desist from storing, handling, and insuring goods, shipped over their lines, at below-cost rates. The order also requires that the railroads shall cease and desist from leasing space and providing storage space to shippers over their lines at non-compensatory rates and charges.

The order further requires that the Central Railroad Co. of New Jersey, a plaintiff in the case, shall cease and desist from subsidizing and granting concessions to the Newark Central Warehouse Co. by means of non-compensatory rental.

As issued, the order also required the Erie Railroad Co., another plaintiff, to discontinue

**Supplemental Brief filed in the New York District Court reaffirms I.C.C. contentions of Feb. 2 as to rail violations on warehouse storage practices, rates and rents.**

from subsidizing and granting concessions to the Seaboard Terminal & Refrigeration Co. by means of excessive rentals paid for space leased from that company. Upon complaint of the Seaboard Terminal & Refrigeration Co. that it had not been granted a hearing, the Commission, vacated and set aside this part of the order and set it for further hearing.

In the supplemental brief, J. Stanley Payne, Assistant Chief Counsel for the ICC, reaffirms the contentions contained in its order of Feb. 2 to the effect that the actions of the rail carriers were in violation of Sections 2 and 3, as well as Section 6.

Violations of Sections 2, 3 and 6, in somewhat similar terms, but under varying facts and circumstances, were found as to each of the railroads. The findings as to the Baltimore & Ohio, for example, are as follows:

## B. &amp; O. Findings

"We find that by assuming a part of the costs of conducting the commercial operations of certain shippers in interstate commerce, and by providing storage and warehouse space at non-compensatory rates and charges for said shippers, the Baltimore & Ohio reduces below the published tariff rates the transportation charges paid by said shippers,

and grants concessions to said shippers to the extent of the difference between the cost to said railroad of providing said storage and space and the amount which it receives therefor.

"We further find that by assuming a part of such costs and by granting such concession the Baltimore & Ohio is guilty of unjust discrimination, in violation of Section 2 of the Interstate Commerce Act, makes and gives undue and unreasonable preferences and advantages in violation of section 3 of said act, and departs from its published tariff rates, in violation of section 6 of said act."

In other arguments, the Commission continues to maintain that the trunk line carriers' rates and rents for warehouse service and space were "both below cost and below the prevailing rates and rents in the New York district."

The brief states:

"Plaintiffs argue, in support of their position upon what they say is the controlling issue in this case, that the only finding made by the Commission is that they make leases and render services for shippers at less than cost and that thereby they are guilty of making concessions from their tariffs in favor of such shippers, in violation of Section 6; that such an abbreviated finding is insufficient because, even if leases are made and services are rendered at less than cost, a below-cost lease or service cannot legally be a concession unless it is also found to be below the reasonable worth of the lease or service, which in this case would be measured by the "generally prevailing rents and charges in the New York market"; that the Commission did not find that the rentals or charges collected by plaintiffs are less than the space or services in question are reasonably worth, or that such rentals or charges are less than those "generally prevailing in the New York District market for comparable space and services," and that

(Continued on page 61)

# The Connery-Black Bill

(*Washington Correspondence*): The position of trucking and warehousing industries with respect to the President's program for new labor legislation will not be clarified until Congress acts on the Connery bill, drafted for the purpose of placing the White House demands in statutory form.

Examination of the 40-page document prepared by Representative William P. Connery to give legal force to the President's social and economic views touching the fields of child labor, maximum hours, and minimum wages, throws little light upon the subject.

And Connery's own statement to *Distribution and Warehousing* that trucking is exempt from the terms of the proposed bill, seems not wholly supported by the language of the draft as it went to committee.

## Purposes of Bill

For a clear understanding of the proposed legislation, it is essential that it be borne in mind that the program is predicated wholly upon the power of Congress to legislate in the field of interstate commerce. The weapon to be employed in enforcing compliance with labor conditions later to be set up by a five-man board, is a barrier against shipment in interstate commerce, of goods "produced" under proscribed labor practices. Representative Connery outlines the purposes in the following language:

"Briefly stated without regard to qualifying detail, the bill proposes to bar from the channels of interstate commerce the products of child labor and of workers employed for unduly low wages, unduly long hours, or under conditions which violate the rights of labor by the use of strike-breakers or spies. The bill further authorizes administrative action to require the elimination of substandard wages and hours, child labor, and other oppressive labor practices which place goods produced under fair labor conditions at a competitive disadvantage in interstate

It is doubtful whether this new labor bill will exempt transportation. Question cannot be clarified until Congress takes action. Warehouses might not be exempt.

markets, or which lead to labor disputes that burden interstate commerce or disrupt the orderly and fair marketing of goods in interstate markets."

While it is considered likely that Congress may exempt interstate trucking from the terms of the bill, due to the fact that federal regulation under the Interstate Commerce Commission is now an accomplished fact, the language of the Connery bill seems definitely to include that function.

Barring from interstate commerce, goods which have been produced under substandard labor conditions, the measure defines the term "produced" as follows:

"Produced" means produced, manufactured, mined, handled, or in any other manner worked on; and for the purposes of this Act an employee shall be deemed to have been engaged in the production of goods if such employee was employed in producing, manufacturing, mining, handling, *transporting*, or in any other manner working on such goods, or in the making of tools and dies used in the production of such goods."

## Interplant Movement

It is conceivable, but by no means assured by the terms of the present draft, that the "transporting" above referred to is intended to relate to interplant movements carried on by employees of the producer; that

it is not calculated to embrace the activities of common carrier service after the goods have left the custody of the maker. If that be true, the wisdom of clarifying language is evident.

Representative Connery expressed a "curbstone opinion" that the section captioned "Common Carriers Not Liable" was, in effect, a complete exemption of trucking. That paragraph, known as Section 24 in the bill, reads as follows:

"No provision of this Act shall impose any liability or penalty upon any common carrier for the transportation in interstate commerce in the regular course of its business of any goods not produced by such common carrier, and no provision of this Act shall excuse any common carrier from its obligations to accept any goods for transportation."

## Penalty Exemption

Transportation experts and attorneys here were in agreement, however, that this exemption covers only the matter of penalties for carrying the products of others, when such products resulted from substandard labor. It does not, they further agreed, exempt a trucker in his capacity as an employer of labor. This contention is supported further by the fact that the section quoted appears in the portion of the bill dealing with penalties, rather than in the part which defines the law and establishes the scope of its application.

Representative Connery's opinion that warehousing is subject to the law is predicated upon the fact that storage is frequently an incident of interstate transportation. That, however, would be true only of in-transit storage. In the Schechter case, all nine justices were agreed that the power of the federal government to legislate is spent when goods "come to rest." In that case chickens which had moved in interstate commerce, but had reached their destination, were concerned; but the analogy would hold, it seems evident, if any

(Concluded on page 25)

# FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



## Validity of State and City Tax Law

THE law is well settled that a state or municipality may by appropriate legislation require payment of taxes from a company engaged in both intrastate and interstate commerce. However, in order that the tax law shall be valid the state or city, attempting to collect the taxes, must prove (1) that the tax is imposed *solely* on account of the intrastate business; (2) that the amount exacted is not increased because of the interstate business done; (3) that a company engaged exclusively in interstate commerce would not be subject to payment of the tax, and that the company taxed could discontinue the intrastate business without withdrawing also from interstate business. See *Sprout v. South Bend*, 277 U. S. 163; *Postal v. Charleston*, 153 U. S. 692; *Osborne v. Florida*, 164 U. S. 650; *Kehrer v. Stewart*, 197 U. S. 60. Also, see *Atlanta v. Southern*, 190 S. E. 594, reported April 29, 1937, from Georgia.

## Injunction Dissolved—Trucker Not Notified

VARIOUS courts have held that any verdict is void which is rendered by a court, commission, or other public body, without giving the party of the suit due and proper notification of the intended trial or hearing.

For example, in *Smith v. State*, 103 S. W. (2d) 805, Texas, a Public Utilities Commission charged that in violation to its fixed rates, a motor truck operator who held a certificate to operate his trucks had "knowingly and unlawfully transported such commodities at lower rates than those fixed by the commission."

A detailed statement with reference to the shipments involved showed their dates, shippers, consignees, destination, bill numbers, articles, weights, rates actually charged, freight collected, the rates which the commission alleged

should have been exacted, and the amounts of the undercharges alleged to have been made with reference to each shipment.

Without notifying the truck operator of an intended hearing the court, acting through the State by the Attorney General, issued a temporary writ of injunction against further operations of the

## Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

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truck owner. The latter appealed to the higher court which promptly reversed the verdict, saying.

"The judgment of the trial court granting the temporary injunction is reversed and rendered, and the temporary injunction dissolved."

## Contractor Defined In Negligence Cases

SINCE an employer is not liable for negligent or injurious acts of an "independent" contractor or employee many business owners and corporation officials desire information how to determine who is an independent contractor. Broadly speaking, an independent contractor is any employee (1) put to work without any definite contract; (2) he may haul with other truckers by the ton; (3) he has no particular job but hauls from where directed; (4) he can be discharged giving him the right to sue his employer, unless a contract exists by which the employee is employed to haul a specified quantity

of merchandise at a stated price for a given period; (5) and more important the employer has no control over the employee or how he does the work, except that it must be done as *prearranged or predetermined*.

For illustration, in *Coombes v. Letcher*, 66 Pac. (2d) 769, Montana, reported May, 1937, it was shown that a truck owner was employed to transport merchandise for a corporation. The truck owner was employed generally to haul but not employed to haul any particular merchandise or any specific amount, and could be discharged at any time and, on his part, could quit hauling any time he chose. He furnished his own truck, gasoline, and other supplies, hired his own help, and loaded the merchandise in cars at the railway points named, and there his duties to his employer ended.

The truck owner negligently collided with another vehicle seriously injuring the occupant who sued the corporation employer of the truck owner. However, the higher court decided that the truck owner was an independent contractor and, therefore, held the corporation not liable saying:

"After a careful consideration of all the facts and circumstances, and a review of the many authorities, we are of the opinion that whether Letcher (truck owner) was an employee of the corporation or an independent contractor . . . is immaterial in this controversy. We call attention to the conditions of his employment."

## State Penalties Nullified by Local Ordinances

ANY motor vehicle driver who kills a person while violating a state law is criminally liable. However, the same rule is not applicable with respect to city ordinances and Public Service Commission's regulations. In fact, violation of a Public Service Commission's regulation may not result in liability.

For illustration, in *Matz v. J. L. Curtis Cartage Company*, 7 N. E. (2d) 220, an Ohio state law was adjudicated which provides:

"The Public Utilities Commission of the state of Ohio is hereby vested with power and authority to supervise and regulate each such motor transportation company in this state; \* \* \* to regulate the service and safety of operation of each such motor transportation company; to prescribe safety regulations, and designate stops for service and safety on established routes. \* \* \*"

In view of this state law the Public Service Commission established a regulation that required every owner of a motor truck to be provided with two red flags and two red fuses or red flashlights for use in emergency stops. Also, drivers who stop their trucks on the highways at night-time are required to place a red fuse or red flashlight at the rear of the truck.

A motor truck was parked at night-time on a highway without red fuses, flares, or other lights at its rear end. A driver of another vehicle was killed when he collided with the truck. Suit was filed against the motor truck owner for damages. It was contended that failure of the driver to post a red fuse or light in accordance to the regulations of the Public Service Commission, resulted in the motor truck owner being liable without any proof or testimony whether or not the driver's own negligence caused the accident.

Although the lower court held the truck owner liable, the higher court reversed the verdict saying:

"It does not follow that a violation of the regulation constitutes negligence per se. . . . The regulation as to fuses or flares was, however, admissible in evidence as bearing on the question of negligence in the sense of want of ordinary care."

• • •

### Bailee Status in Cases Of Property Possession

LEGALLY a bailee is a warehouseman, transportation company, or any other who has possession of another's chattels. A bailor is the owner of these chattels.

Frequently bailees and the owners of goods have disagreements and controversies, and the bailor may demand possession of his property. Under certain circumstances the bailee may refuse to give up possession of the goods until all charges due are fully paid. Under other circumstances, irrespective of the charges due, the bailee is legally bound to give up possession of the goods to the bailor and, if any charges are unpaid, the bailee must resort to a

suit against the bailor to recover the money claimed to be owned by the bailee.

However, if the bailee refuses to permit the bailor to possess the goods, then the latter may file a replevin and damage suit against the bailee to gain possession of his chattels, and if the testimony indicates that the bailee wrongfully withheld the goods from the bailor, the court may award the bailor damages equal to the losses, inconvenience and expenses resulting from the bailee's wrongful act of refusing to give up possession of the goods. Very often the damage allowance is quite large.

### Law of Replevin and Liens

Generally speaking, where a bailor files a replevin suit, he must prove that (1) he owns the goods; (2) that he has a legal right to possess them; and (3) that the party who holds the goods has no lien on them, otherwise the court will not return a verdict in favor of the party who files the suit. In other words, in an action of replevin the party who filed the suit must establish either a general or special property right in the goods replevied, and his right to possession, which right must be exclusive and unrestricted.

Frequently, warehousemen obtain possession of goods, merchandise or equipment under a contract by the terms of which the warehouseman agrees to perform a service on such merchandise. For example, when a warehouseman loads household or other merchandise in his motor truck for transportation he obtains possession of the goods under an implied contract to perform the service of transporting the goods. Whether an expressed or implied contract exists, between the warehouseman and the owner of the goods, is immaterial.

The law is well established that a contract providing for the delivery of materials by the owner to a warehouseman for the performance of specified services does not, as against the owner, vest any property, special or general, in the warehouseman, nor does such contract confer upon the warehouseman a right to retain possession of the goods until performance of the contract has been completed or the contract has been breached or canceled. This law is applicable, of course, only when the owner pays for the services rendered and the warehouseman has no lien on the goods. If the warehouseman has no lien on the goods for special services, he is bound to deliver such goods to the owner, upon demand, and he cannot hold them to secure payment of the services rendered.

For illustration, in *Blossom Products v. National*, 191 Atl. 41, reported May, 1937, from Pennsyl-

vania, it was disclosed that a bailor delivered goods to a bailee under a contract containing no specified period during which the bailee was to retain possession of the goods. However, the contract provided that the bailee agreed to perform certain and well defined services with respect to the merchandise. The bailee had no lien for these services.

After a portion of the services had been performed, the bailor demanded possession of his merchandise. The bailee refused the demand and the bailor filed a replevin suit. The bailee argued that the bailor had no right to take possession of the goods because the bailor had agreed to permit him to perform certain services, and he had not received payment for the services rendered. However, the higher court held the bailor entitled to immediate possession of the merchandise, and indicated that if the bailor was entitled to compensation for the services rendered, or damages resulting from breach of the contract, he should file a separate suit. This court said:

"In the case at bar, the contract does not constitute a lease of the goods. They were placed in appellant's (bailor's) possession solely to permit performance of the contract. At any time appellee (bailee) had the right to take back the material. Under the evidence, appellant had no property in the goods whatsoever which would justify its retention of possession against appellee's will. . . . Any question concerning breach of the agreement was foreign to the issue of title and right of possession and immaterial."

### Bailment Lease

On the other hand, let us consider another legal situation, which relates to a bailment lease. The owner of goods may either intentionally or unintentionally enter into a bailment lease with a warehouseman, or other bailee. It may be accomplished when, for instance, the owner of goods delivers them to a warehouseman under a written or verbal contract by which the warehouseman agrees to perform some special services with respect to the merchandise, and under the law he has a lien on the goods to secure payment for his services, and the owner agrees that the warehouseman shall have possession of the goods for a stated period of time. For illustration, if the owner of goods enters into a contract with a warehouseman by the terms of which the owner agrees to store the goods at a stipulated monthly rate for 1 year, or other definite period, this is a bailment lease.

Where there is a bailment lease

the rule is well established that the owner has no right to exclusive possession against the warehouseman unless the warehouseman has breached the contract. Therefore, in a suit by the owner to recover possession of the goods, the owner must show a right of possession through breach by the warehouseman, or lawful cancellation of the contract in some other manner. Obviously, if the warehouseman breaches a bailment lease contract, he may have no lien on the goods for the services rendered because the amount of damages due the owner, as a result of the warehouseman breaching the contract, may be greater than the value of the services rendered by the warehouseman.

On the other hand, assume that the owner of goods stores them with a warehouseman who agrees to thoroughly clean the goods and then store them in a private compartment for 1 year for \$150. If the warehouseman fails to clean the goods, or neglects to store them in a private compartment he breaches the bailment lease contract whereby he is liable in damages to the owner for any loss resulting.

Moreover, the owner of the goods may demand immediate possession of the goods. If the goods are destroyed by fire, the warehouseman is liable to the owner for the full and complete value of the goods, because he did not store them in the agreed private compartment. This is true although the fire did not result from negligence on the part of the warehouseman, or his employees. The same rule is applicable if the goods are stolen.

In other words, a warehouseman automatically becomes an insurer, according to many higher court decisions, the instant he breaches either an ordinary storage contract, or a bailment lease contract, by his failure or neglect to store the goods in the location, building, or place agreed upon when the contract was made.

#### Officer Stores Attached Goods

Of course, the laws of each state determine whether, under different conditions, a warehouseman has a valid lien on stored goods. For instance, in almost all states laws are effective which give warehousemen liens on goods attached by an officer of law who, to safeguard the goods, places them in storage.

Generally speaking, it is believed that laws of this nature give warehousemen liens *only* when the attached goods belong to the debt, and not otherwise. However, a recent higher court changed this usual interpretation of the law.

In *Treasurer General v. Tremont Storage Warehouse*, 6 N. E. (2d) 838, it was shown that a Massachusetts law provides in sub-

stance that if an officer of the law serves a writ of execution or attachment to obtain possession of chattels and the owner of these chattels cannot be located the officer may place the chattels in storage and the warehouseman has a lien on the goods to secure payment of all of his charges.

A man named Loy delivered to a friend, named Harrington, certain goods which the latter agreed to care for without charge. Later a suit was filed against Harrington for money that he owed. Harrington's and, also, Loy's chattels were attached and ordered by the officer of the law to be removed to a warehouse for storage.

When Loy learned that his goods were in the warehouse he demanded the warehouseman to return them to him, but he did not offer to pay the warehouseman the storage, transportation, and other charges due. The warehouseman refused delivery and Loy filed suit contending that since he owed no money to any one neither the officer, Harrington's creditor, nor the warehouseman had any right to possess his goods and, therefore, he was entitled to regain possession of his goods without paying any charges to the warehouseman.

However, it is interesting to know that the higher court held that before Loy could obtain possession of his goods he must pay the warehouseman's charges. This court said:

"To maintain this action, or an action of conversion, against the warehouseman it was necessary for the plaintiff (Loy) to prove a tender of the amount of the warehouse charges. . . . Here Loy failed to make a tender of reasonable charges for storage when the demand for release of the articles was made or at any later time, and there is no evidence to warrant that he was then, or at any time, ready, willing and able to do so."

#### Raising Rates on Goods in Storage

LEGAL EDITOR, *Distribution and Warehousing*: Suppose we accept goods for storage and issue a receipt to the owner. Are we bound to continue to hold the goods in storage at the original rate agreed upon, or may we increase the rate?—American.

Answer: If the Court will interpret the contract to mean that you agreed to hold the goods as long as the owner desired to leave them in your warehouse, and at the rate specified, then there is a valid contract to this effect. However, assume that a patron comes to your warehouse and you agree to accept the goods for storage on

a monthly basis. At end of each month you have the legal right either to demand that the owner removes the goods from storage within a reasonable period or to demand an increased rate of storage. If the owner refuses to pay the higher rate, you may demand he remove the goods. If he refuses, you may continue to keep the merchandise, but at any time you may sue and recover the increased rates from the beginning of the following month after you gave him the notification.

For the foregoing reasons, the outcome of your legal difficulty depends on the legal construction of the receipt issued, unless of course there may exist a statute which controls the situation. It is advisable you consult a local lawyer who is familiar with law relating to warehousemen.

#### Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: We have a patron who has failed to pay storage and has offered to compromise the bill, but we refused. He said he cannot sell the goods to recover our charges due, because he will not accept any registered letters we send to him. We did send one but he refused to take it and it was returned to us marked "Refused by addressee." Can we sell his goods, and how?—Sofia Brothers.

Answer: Advertise the goods, and the intended sale, strictly in accordance with the laws of your State, and send the registered notification. The fact that the owner refuses to take delivery of registered mail will not prevent you from making legal sale of goods. In fact a recent case is on record in which the higher Court held that although the owner of the goods had moved and did not receive the registered letter, this testimony will not result in the warehouseman being liable for conversion if he followed the law in other respects.

Obtain the services of a reliable lawyer who is familiar with warehouseman's law; he will inform you as to the important and necessary methods of advertising the goods, notifying the owner, etc. You must properly and strictly advertise and sell the goods or you will be liable for conversion. In other words, strictly conform with the laws of your State, and only a lawyer in your State who has had experience with warehousemen's law can impart this information to you in a manner that will be satisfactory both as to the dependability of the information and the cost of the services.

# Letters to the Editor



## Utah "Use Tax" Does Not Affect Warehouse Stocks

SALT LAKE CITY.—A news story on page 48 of the May issue of *D and W* implied that there was some doubt regarding the effect of Utah's Senate Bill 185, which is known as "Use Tax Act of 1937."

From the information set forth in that item there are apt to be some doubts raised, in the minds of our customers as well as our prospects, as to what this tax law really is and thus have the result of keeping storage business out of Utah.

The law is plain in providing that this Act does not apply to merchandise as handled in public warehouse stocks at present. Section 4 of the Act specifically exempts the following:

"Property, the storage, use, or other consumption of which this State is prohibited from taxing under the constitution or laws of the United States of America or of this State, property stored in the State of Utah for resale, consumption or use in some State other than the State of Utah."

"Property, the gross receipts from the sale, distribution or use of which are now subject to a sale or excise tax under the laws of this State or of some other State of the United States."

All of the merchandise in warehouses at present has been, and of course continue to be, subject to our State sales tax which is collected by the retailer at point of purchase.

As provided in Section 4 quoted, property stored in the State for reshipment to points without the State is of course considered in interstate commerce and is not subject to this Act.—J. H. Cornwall, president Jennings-Cornwall Warehouse Co.

**EDITOR'S NOTE:** The story to which Mr. Cornwall alludes was prepared on the basis of information supplied by a news writer in Salt Lake City. Obviously the picture was not correctly presented, and we offer Mr. Cornwall's comment and explanation here in fairness to Utah's warehousing operators.—F.E.S.

## Court Opinions and Tax on Local Stocks

NEW ORLEANS.—The recent opinions of the U. S. Supreme Court affecting the interstate status of the business of certain classes of large corporations might possibly open up the old decisions regarding the tax liability of such shippers for local taxes after the location of stocks in the various states.

Would you be so kind as to submit this matter to your tax department for an expression. E. B. Fontaine, Commercial Warehouse Co.

The Supreme Court has given a new definition of interstate commerce and it might well be that the courts would be disposed to look differently on the matter of state taxes on goods shipped into a state by a foreign corporation. I would be much interested in seeing such a case brought up. It seems to me that until we can have a clear judicial statement to the effect that goods stored in public warehouses are still in interstate commerce, that they have "not come to rest" that the matter will always be clouded. (Dr. John H. Frederick, Assistant Professor of Marketing, University of Pennsylvania, Philadelphia.)

## All Western States Now Have Fair Trade Laws

I NOTICE that on page 104 of your April issue, mention is made of Fair Trade enactments in various states. If this information is helpful it can be augmented as follows:

All Western states now have Fair Trade legislation, and in our vicinity these are: Oregon, Washington, Arizona, Wyoming, enacted before this year, and Idaho, Montana, Utah, and Nevada, enacted this year.

New Mexico and Colorado also have such laws in effect, and in fact there are only one or two states West of the Mississippi River that do not have such laws. At present, thirty-five of the states in the Union have Fair Trade laws, and three other states have passed such laws awaiting the signature of their respective governors. The Act of Oregon was vastly strengthened this winter by the legislature and the Act in Washington, which would have expired in July, 1937, was extended.—R. A. Paulson, Manager, Standard Warehouse Co., Portland, Ore.

## EXECUTIVE POSITION DESIRED

College graduate, 31 years of age, 8 years' experience, largest New York terminal management, operation, sales experience, many contacts nationally known companies having national distribution. A #1 references, will locate anywhere. Bx #D245, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

# .... the parade of NEW PRODUCTS

Continental Can Co. has completed a large can-producing plant at Tampa, Fla. In addition to serving cans of citrus products, it will provide containers for a broad variety of fruits, vegetables and other products.

• • •

Betterton Coffee Co., Inc., Ashland, Ky., producing twenty-seven brands, has leased to Browning & Baines, Inc., Washington, D. C., which will henceforth roast, pack and sell them. The coffee business has been given up by Betterton so that it can devote itself to mayonnaise and salad dressing. Browning & Baines purchased all of the coffee brands of the Merchants Coffee Co., Baltimore, some time ago. These are being distributed as are the company's own coffee—Orients and Hygia.

• • •

Ralston Purina Co., St. Louis, Mo., is using beet pulp in its dog food.

• • •

Satisfactory sugar can be produced from corn, according to a recent government bulletin.

• • •

Larkin Food Stores, Inc., recently formed to own and operate the chain of Larkin food stores in Buffalo and western New York, has sold 78 of its stores to Danahy-Faxon Stores, Inc., Buffalo. The latter now has 225 stores and the new ones added are located in small towns and villages adjacent to the Buffalo territory. The Larkin company declares the stores were sold because it desires to concentrate upon those lines upon which that company was originally founded, namely manufacturing and sale of Larkin products, warehousing, mail orders and the operation of gas stations and department stores.

• • •

Cliquot Club Co., Millis, Mass., is introducing a new topaz-colored beverage called "Yermat," prepared from the South American herb, yerba maté. The drink, while non-alcoholic, is said to stimulate the spirits and subdue the nerves.

• • •

Laco Products, Inc., Waltham, Mass., manufacturer of castile soap, has installed certain new machinery which has enabled it to produce castile soap equal to that made in Spain. The olive oil used in the soap is cooking grade obtained from Africa and South America.

• • •

Sterling Products, Inc., has acquired the assets, properties, etc., of the American Ferment Co., Drew Pharmaceutical Co. and the Cellasin Co., all of Buffalo, N. Y., and all manufacturers of drugs.

• • •

Outboard, Marine and Mfg. Co., Milwaukee, Wis., maker of Evinrude and Elto outboard motors, has added a line of bicycles.

• • •

Dixie Stores with headquarters in Greenville, has merged with the Home Stores, Columbia, S. C., to form

one of the important food chains in the South. The firm will henceforth be known as the Dixie-Home Stores and will operate more than 160 units in North Carolina, South Carolina and Georgia. Headquarters are in Columbia. Warehouses will be maintained in Columbia and Greenville.

• • •

Reorganization of the old Comet Rice Co. into a new company to be known as Comet Rice Mills, Inc., and acquisition of the Adolph Pfeffer Rice Milling Co., Houston, Tex., by the old company, is announced.

• • •

North American Importing Corp., Los Angeles, Cal., has been formed at 5225 Wilshire Blvd. to handle the products of seventy-eight foreign liquor producers.

• • •

Park & Tilford, New York, is distributing nationally seven different imported flavors of French herb-teas.

• • •

Kelite Products, Inc., 909 E. 60th St., Los Angeles, Cal., is advertising Kelite, a new cleanser said to be concentrated to seventeen times the strength of ordinary powders, and to clean without suds.

• • •

Iberia Co-operative, New Iberia, La., will build a sugar mill, according to I. J. Watson, president of the New Orleans Bank of Co-operatives.

• • •

Lemonone A., recently introduced by Glyco Products Co., Inc., 148 Lafayette St., New York, is said to replace lemon oil completely in many cases, and in part, for cosmetics, candies, cakes, beverages, ice creams and similar products.

• • •

American Distilling Co., New York, has brought out a line of Piping Rock gins in seven flavors: regular "dry," blackberry, lime, orange, lemon, mint, and sloe. Starting in southern cities, the advertising campaign on this new line moves north as the sun's heat increases.

• • •

Sheffield Co., New London, Conn., has brought out a new tooth paste known as "Sheffield Massage Tooth Paste." Distribution will be widespread.

• • •

Dr. Charles Demko, Altoona, Fla., grape developer, will soon start construction of a canning plant with a capacity of 250,000 cases a year. The plant will be located north of Altoona, on State Road No. 55. Four products will be canned in tin—orange, grapefruit, tangerine and tangelo juice; and grape juice will be put up in bottles. Dr. Demko has originated a new formula for canning orange juice, which is said to retain the natural fruit flavor for more than a year. The products will bear the brand of "Doctors Demko." Two brothers, both doctors, will be with him in the new enterprise.



## WATERWAYS AND TERMINALS

THROUGHOUT the up-State region from Buffalo eastward, it is expected that the question of the Canadian treaties for the development of the St. Lawrence Deep Waterway will be revived in the Fall. As the waterway development would presumably have an adverse effect on industries throughout Western New York, the region in order to be forehanded is doing considerable preliminary spade work designed to kill the measure, if possible, when it is again brought forward. Civic groups in both Rochester and Buffalo are cooperating toward this end as are representatives of the railroads operating in New York and New England.

### Gulfport, Miss. Improvements

THE Gulfport Chamber of Commerce has approved plans submitted by Greenville Mellen, president of the port commission and manager of the Mississippi-Gulfport Compresses and Warehouses, Inc., for providing additional warehouses and other shipping facilities at an estimated cost of \$3,000,000. Under the plan the government would be asked to dredge the channel and harbor to 30 ft. and the municipality would acquire the Illinois central Railroad docks.

### New Whiskey Shipping Rate Saves \$200,000

LEADING importers of Scotch whiskies estimate that during 1937 they would save more than \$200,000 as a result of having recently negotiated new shipping contracts at a lower rate than prevailed last year. The importers believe they will bring in around 2,000,000 cases of Scotch this year and figure their savings at 10 cents a case.

Other shipping lines have temporarily met the new rates, and several are reported to have made offers below them in an endeavor to obtain some of the business which in the last month has been concentrated largely with one shipping company.

### Restoring New York Cargo Movement

MORE than ordinary interest is being shown in traffic circles in the individual efforts made in several instances by steamship companies actively concerned in restoring the natural movement of cargoes through the Port of New York. In this connection our attention was forcibly directed to

(Continued on page 69)

# NAVIGATION NOW IN FULL SWING

Located at the mouth of the Chicago River and on private slip adjoining. We stevedore boats operating direct from Europe, motorships direct from Eastern Seaboard, and barges from New Orleans, all with regular service, from now on until end of the season. 2500 feet of dockage.

These various water carriers combined with our warehousing facilities offer great savings in distribution costs. One and one-half million square feet in sprinklered buildings with track capacity for 150 cars; direct tunnel connections with all railroads and ample truck loading platforms.

Space leased for offices, storage and light manufacture. Storage in transit. Pool car distribution. United States Customs Bonded Warehouse—Internal Revenue Warehouse.

#### Other

##### NATIONAL TERMINALS CORPORATION FACILITIES

CLEVELAND - - - - -	National Terminals Corporation
MILWAUKEE - - - - -	National Terminals Corporation
TOLEDO - - - - -	National Terminals Corporation
INDIANAPOLIS - -	Indiana Terminal and Refrigerating Company
EAST CHICAGO, IND. - -	East Chicago Dock Terminal Company
NEW YORK OFFICE - - 25 Beaver Street (Phone: Hanover 2-1172)	

## NORTH PIER TERMINAL COMPANY

589 EAST ILLINOIS ST. CHICAGO, ILLINOIS





#### "Ain't Science Wonderful"

NOT long ago an express car arrived in New York from the Pacific Northwest, loaded with salmon. Two hours later the same car left on its return journey, filled to the brim with roses from a New Jersey hothouse. According to *Sales Management*, during the 2-hour interim an odorless deodorant was sprayed inside the car. Doors were closed, and within 30 minutes the fishy aroma had been completely eliminated.

From now on, according to this experience, we'll have cars loaded with horses, onions, or similar high-smelling cargo returning with butter, violets, etc.

#### More Cocoa

LAST winter, this crop was put at around 220,000 tons, but this early estimate was far wide of the mark. Apparently, the total of this crop will be about 290,000 tons, the largest on record, comparing to the 1935-1936 crop of 285,507 tons, the previous record.

#### Coconut Oil Levy

SOAP manufacturers will have to pay the tax of \$3 cents per pound levied on the first domestic processing of Philippine cocoanut oil, under a decision of the U. S. Supreme Court. The soap manufacturers contended the tax, which was levied in the 1934 revenue act, was invalid for a number of reasons. They said Congress had no power to levy a tax which was to be paid over to the Philippine government, as provided in the act. The court held, however, that the tax was a "valid exercise of the taxing power of the federal government," being "purely an excise tax upon a manufacturing process for revenue purposes, and in no sense a regulation of the process itself."

#### \$375,000,000 for Cosmetics

THE total bill of American women for cosmetics is about \$375,000,000 a year, according to the American Medical Assn.

#### Swiss Cheese

THE Switzerland Cheese Assn. has given notice that shipments of Swiss cheese in tubs leaving Switzerland after June 15 must move in refrigeration from Swiss border points through to United States seaports. The order applies on movements through both Hamburg and Havre.

#### A Bit of Humor

SAID a storeroom representative to a warehouse representative: "We are interested in storing from small quantities of petroleum products in Houston. Can you accommodate them?"

Answered the warehouse representative: "Would my cigarette lighter be small enough?"

Depending upon one's sense of humor, this might be termed as funny.

#### No Letdown This Year

WELL-FILLED order books will keep the country's mills and plants operating at high rate of activity throughout the balance of the year, so business need have no fear of a serious let-down within the industrial structure, according to the general opinion of the foremost buying experts. The optimism for the future is based largely on the fact that a definite stop to the bullish rush in business was now occurring. This trend is hailed as a good sign, as the dissipation of an "unhealthy boom situation" at this time is making for a more orderly state of industrial affairs. This condition, it was predicated, will carry through several months to come.

#### Rate Increases August 1

THE transcontinental railroads having originally planned to make their increased westbound rates on canned goods effective July 1 and the higher eastbound rates effective July 15, have now decided to defer publication of both westbound and eastbound rates so that they will become effective Aug. 1.

Higher transcontinental rates on drugs and related articles are also to be held up until Aug. 1. In view of the fact that rates on some of these commodities are now published to expire June 30, the rail carriers are arranging for their extension to July 31.

Rates on canned goods will be increased by 5 cents per 100 pounds from all origin points except the Atlantic seaboard. This increase blends the former emergency surcharge into the base rate. A similar increase on canned goods from the Pacific coast to all destinations except group A has also been approved.

This delay to Aug. 1 means that all related rail-ocean and rail-barge-ocean rate increases through the gulf ports are to be similarly held up.

#### Corrosion of Cans

IT is suggested that in all probability the corrosion of cans of foodstuffs will be overcome by improvements in lacquers and methods of lacquering.

Failing such development, relief must be sought through improvements in the tin-coating, improve-

(Continued on page 85)

## Connery-Black Bill

(Concluded from page 17)

other commodity were concerned and the stoppage was for storage preparatory to distribution within a state.

In-transit storage seems clearly covered by mention of the term "handling" in the definition of what constitutes "produced."

It is agreed, however, that the applicability of the law to storage is debatable, in view of President Roosevelt's tacit exemption of "service trades." Warehousing is defined for Census Bureau purposes as a "service trade."

In his message to Congress asking for this legislation, the President commented:

"Although a goodly portion of the goods of American industry move in interstate commerce and will be covered by the legislation which we recommend, there are many purely local pursuits and services which no federal legislation can effectively cover."

It is significant also that Representative Connery, in response to an inquiry, stated newspaper carriers would not be subject to the child labor provision for the reason that "they are engaged in a service trade."

The congressman's view with reference to the position occupied by warehousemen in the scheme of interstate commerce has some support in a recently decided case that went to the United States Supreme Court. The Virginian Railway case concerned, among other employees, some railroad workers engaged in repair and maintenance of rolling stock. While they did not move with the equipment over a state line, the court ruled that any stoppage of their work would impede the movement of interstate commerce, and that they, therefore, are covered in the Wagner labor relations act.

Representative Connery is of the opinion that a strike of warehouse employees might interfere with such movements and thereby "burden interstate commerce."

Debate on the bill, which is not expected to be concluded for at least one month, is expected to center largely upon the question of what trades are covered

by its regulations and what should be the maximum number of hours per week and the minimum pay. None of these subjects were treated in detail in the President's message, but a 40-hour week and a minimum of 40 cents an hour seem favored.

Frances Perkins, Secretary of Labor, touched on the subject of state to state movements when she appeared before the committee as a witness for the proponents.

"The problem of wage differentials," she reminded, "is one of the most difficult questions demanding consideration by the congress in the enactment of legislation of this character. On the one hand, it is necessary to avoid the establishment of such rigid standards that the industrial possibilities of certain undeveloped areas will be permanently frustrated, and yet at the same time it is necessary to avoid any mandatory differentials which would impose a hardship upon the industrial population of our great cities by encouraging industries to migrate to low-wage areas.

"It is very important that no differential be set which would give a competitive advantage of industries in one section of the country selling into the same market as industries with high labor standards. The delicate task of preserving the proper economic balance between town and country should be performed administratively, I believe, rather than by the placing of specific figures respecting differentials in the bill.

"In my opinion, Section 12 (5) of the present draft of the bill provides the proper solution by permitting the board to take into account occupational differences according to localities and the population of the community in which such employment occurs, but the factors which I have mentioned should also be enumerated as guides for the action of the board."

## Bayonne Pier

(Concluded from page 15)

Bayonne. The Banking Commissioner's plan was to accept \$1,300,000 in terminal income debentures for Central District, Inc., the terminal promoters, in

exchange for the mortgages. The promoters in turn deeded the property to the city. The government terms require that the city have a clear title to all property.

The other court action is now pending before the United States District Court, District of Columbia, where three Bayonne taxpayers are seeking an injunction to prevent the PWA from releasing funds for the property on the ground that the terminal plan is a private undertaking. A temporary restraint was denied by the court last April.

Under terms of an agreement, Central District, Inc., becomes the city's agent in construction of the port and has a lease on the project for 50 years, at a rental of \$5,000 a year, until the development is completed. After completion of the terminal, Central District is to pay annual rentals ranging from \$297,586 the first year to \$303,125 after the tenth year.

The PWA appropriated \$5,252,000 for the Bayonne port terminal in September, 1935, but the city experienced considerable difficulty in meeting all the terms, and the loan and grant for a time was suspended. After it was reinstated the sum was reduced to the present figure. Later a taxpayers' suit resulted in the project being thrown out by the State Supreme Court and the plans were revised. A second suit in the same court failed, however, and this Spring the litigation was begun in the Federal court. The construction contract has been awarded to Standard Dredging Company and J. Rich Steers for \$3,280,000.

## Carriers Ordered to File Copies of Contracts

Motor vehicle contract carriers must file with the Interstate Commerce Commission on or before July 15, a true copy of each of their contracts for transportation, according to an order issued by the ICC. At the same time, the ICC rescinded the order of Division 5, issued Jan. 19, requiring that five classes of contract carriers file, publish and keep open for public inspection copies of their contracts containing their charges. That order was stayed by Division 5 upon the receipt of protests from shippers and carriers, and the matter, *Ex Parte No. MC-Q9*, was argued orally before the entire Commission.

# MOTOR TRANSPORT

## I.C.C. Adopts Special Rules Under 1935 Carrier Act

THE interstate commerce commission has adopted special instructions governing proceedings under the motor carrier act, 1935. An appendix also is issued covering a list of forms used in making application under the act for certificates, permits and licenses, for substitution of prospective purchaser, transfer of certificates and permits, determination of status, authority to consolidate, merge and acquire control and to issue or assume obligation with respect to securities (including the reporting of action taken pursuant to authority granted), and related forms.

Special instructions governing proceedings under the act are listed as follows:

1. Except as indicated in these instructions, proceedings under the motor carrier act, 1935, are governed by the applicable or analogous provisions of the commission's rules of practice.

2. When in the rules of practices, reference is made to commissioners or examiners, it will be understood that the reference also includes a special board composed of state representatives (herein called "joint boards") to whom matters have been referred pursuant to section 205 of the act for hearing. Those to whom matters are referred will be called referees.

3. A referee may not grant leave to amend or file any pleadings, or to intervene, in a referred matter, upon application at the hearing, if thereby the issue would be unduly broadened, or if thereby the issue would be so narrowed as to make the referred matter one which should properly be referred to a different referee.

Formal complaints should be filed with the commission at Washington and should be accompanied by a statement of the point at which hearing is desired. They should specifically

name the state in which the as-sailed rates, fares or charges apply.

Informal complaints may be communicated to the commission at Washington at the nearest district office of the bureau of motor carriers of the commission.

Protests against applications under any provisions of the motor carrier act, 1935, or any requirement established pursuant thereto, must conform to the requirements of rule XXI of the rules of practice. They must contain a concise statement of the interest of the protestant in the proceeding and the grounds upon which the protest is based.

### Warning on Accidents

**I**N a recent article entitled "Look Before You Crash," vehicle owners are warned not to take things for granted when trouble occurs. For one thing, do not tell the owner of a car or truck which you have damaged to go ahead and have it fixed and that the insurance company will pay the bill. In most cases, the insurance company will refuse to pay the claim.

Instead of making a promise, the safe course is to tell the victim of the accident to contact your insurance company.

The article also points out that under many insurance policies, where the insured is a violator of a traffic law, a provision relieves the insurance company from liability. Also, if a car is to be used for business purposes, it will not be protected for pleasure use, unless specifically provided for in the insurance policy.

The foregoing is most important to business owners of trucks and estimating cars. A case of a truck owner who loaned his truck for the purpose of carrying a troupe of Boy Scouts to a state fair was cited. There was an accident during the time the boys were in the truck and the insurance company held that since the truck was not being used for commercial purposes they were not liable.

The necessity of immediately notifying the insurance company in case of an accident was also stressed in the article. An incident was mentioned in which the insured failed to notify the insurance company of an accident because of the triviality of the accident, but later, when suit was begun by the boy, who claimed he had been injured, the insurance company was relieved of any responsibility because of failure to notify promptly on the part of the insured.

In referred subjects the commission will fix the time for the simultaneous filing of briefs and after the expiration of such time will file with the commission a report and recommended order containing a statement of the issues involved and facts and findings and recommended conclusions.

If no exceptions are filed within the period allowed, the referee's recommended order shall become the order of the commission.

A petition for rehearing, re-argument or reconsideration of an order entered in proceedings under the provisions of sections 206, 209 or 211 of the act whereby applicants, after formal hearing, have been granted a certificate, permit or license, must be filed thirty days after service of the final report therein, or after service of notice that the recommended order of the referee has become effective and the date of mailing of the report of notice to the parties shall be considered as the date of the service.

Whenever the commission orders, without hearing, that certificate of public convenience and necessity or a permit, under sections 206 or 209 of the act shall be issued and become effective on a designated date unless on the commission's own motion or for good cause shown it is otherwise ordered, petitions for the staying of the order or for the withholding of the issuance of such certificate or permit, or other objections thereto, must be in writing, which shall contain a statement of the grounds relied upon, and be verified by one having knowledge of the facts therein stated.

### High Truck Insurance Costs Blamed on I. C. C. Rule

*(Washington Correspondence)*  
Insurance regulations drafted by the Interstate Commerce Commission for motor trucking defeat their own purpose by making it impossible for carriers to obtain adequate protection on cargoes, American Trucking Associations

# TRANSPORTATION

Department Conducted by  
F. EUGENE SPOONER

accused in a demand for liberalization.

Unless modified, it is contended, the rules will have the result of sending uninsured shipments over the highways, creating a hazardous condition, and eventually robbing truckers of their rightful share of the nation's tonnage.

Target of the ATA attack is Rule 8 which prescribes that insurance must be written by a company licensed to do business in every state through which the insured trucker operates. The association demands this provision be amended to state license shall be required only in the state where the operator has his principal place of business.

The truckers' organization also made the sensational charge that insurance companies, few in number, which meet the requirement of multi-state license, have been encouraged to take advantage of a monopoly of business placed in their hands, and are not slow to profit by this "grab."

I. C. C. was warned that enforcement of its insurance regulations is impossible when violation becomes general, made so by the necessities of rules which do not permit of compliance.

"The bulk of those who have applied for certificates or permits before the Interstate Commerce Commission have every desire to comply with the motor carrier act," the petitioning trade group assured. "Their desire has already been evidenced by the filing of an application, and it is believed that the great majority of those carriers who are in non-compliance are innocently so—their non compliance being induced by impossibility of compliance."

Not only those who have failed completely to meet the mandate of I. C. C. with relation to insurance will be found in violation, it was predicted, but also many who ostensibly have complied. The insurance coverage, upon examination, may be found not in accord with Rule 8.

Expressing agreement with the principle of cargo insurance and other forms of coverage embraced in the order, ATA delivered this parting shot:

"The Interstate Commerce Commission, under the motor carrier act, has the right to make reason-

able rules with respect to insurance. A rule, with respect to which compliance is impossible for many motor carriers, on the very fact of it is not a reasonable rule." (James J. Butler.)

### Municipal Zone Orders Postponed Again

The Interstate Commerce Commission has postponed until July 1 the effective date of its orders establishing the commercial zones of Chicago, St. Louis, and New York.

Originally effective May 5, the ICC postponed the date until June 5 at the request of various commercial groups in the three cities which wished to present petitions calling for reconsideration of the orders.

This second postponement until July 1, it was stated, was made to allow the ICC time to consider the merits of the various protests received with regard to the order.

Under the Motor Carrier Act, all truckmen, operating wholly within the commercial area of a municipality are exempt from the provisions of the act with the exception of those governing safety and the hours of service of employees.

### N.J., N.Y. and Ohio Force Drivers to Show Trip Sheets

New York, New Jersey and Ohio are forcing drivers of trucks entering these states to fill in trip sheets showing the number of hours they have been on duty so that state officials may check to learn that the state's laws governing driver's working hours are not being violated.

New York requires that drivers who have worked 10 consecutive hours, or an aggregate of 10 hrs. out of 14, must have 8 hrs. "off duty."

Ohio allows 14 consecutive hrs. of service, or 14 aggregate hrs. during a 24-hr. period, while New Jersey allows 12 hrs., or 12 in the aggregate during 16.

All the states provide that the relief period must be spent off the vehicle, and must be 8 hrs.

The "trip sheets" call for the following information: owner's and driver's names and addresses; registration number of the vehicles; origin and destination of the trip; where and when the driver last went off duty, began present duty

and entered either one of the three states; delays caused by accidents, acts of God or other unavoidable causes; and whether the driver operated outside of a 40-mile radius of where duty began.

### Registry at Oklahoma Ports of Entry

In enforcement of provisions of the recently enacted Oklahoma public safety law, non-resident drivers of motor trucks will be required to register at ports of entry and be given a 30-day permit.

Residents of the state were given until July 1 to register and get driver's licenses. Residents of cities which now have driver's license ordinances are given until Aug. 1 to register for a state license.

### Permit Order Upheld in Missouri Decision

Division No. 2 of the Missouri Supreme Court has upheld validity of the Missouri truck and bus law of 1931, which requires interstate operators to obtain permits from the Missouri public service commission and pay the required annual taxes.

Meantime United States District Judge John Caskie Collet has issued a temporary restraining order, forbidding the Missouri public service commission from collecting fees for the regulating of interstate motor carriers. His order was issued in a suit filed by the Brashear Truck Lines, Inc. and other truck lines. The suit contends that since the passage of the Federal Motor Carrier Act of 1935, a state may charge only such fees as will reimburse it for highway expense. The case will finally be heard by a special court of three judges, it is stated.

### POSITION WANTED

In traffic and warehousing. Thoroughly experienced with all transportation and exporting in the West. Will go anywhere for chance to prove ability. Legal education and young enough at 36 to be open-minded.

Box E-346,

*Distribution and Warehousing,  
249 West 39th Street, New York City*

### National Driver Licensing Proposed by I.C.C.

(*Washington Correspondence*): A census of interstate truck drivers, including owner-operators, has been ordered by the Interstate Commerce Commission, the enumeration to show employment as of July 1, 1937.

Upon the information received, the Commission will arrive at a decision as to whether a national licensing system should be established, and what the requirements of such a program should be.

The Commission has concluded that the present practice of requiring operators to report employment of new drivers will serve no practical purpose until a licensing system is worked out. Accordingly, such reports no longer will be required.

As a substitute, I.C.C. has drafted a questionnaire which will be sent to all employers subject to the Motor Carrier Act. They will be required to report on or before Sept. 15, 1937, certain data relating to employment conditions as of July 1.

Information required to be presented includes: Name of driver, residence, name of employing carrier, address, date of driver's birth, sex, race, height, weight, color of hair and of eyes, year in which driver began operating motor vehicles, types of cars he has driven, states in which he is licensed to drive, type of licenses held by him, date of last medical examination in connection with employment as a driver. (James J. Butler)

### Cargo Insurance Allowances May Be Barred

(*Washington Correspondence*): The Interstate Commerce Commission has under consideration an order barring allowances by truckers to shippers to cover cargo insurance paid for by the latter.

Examiner A. E. Later has recommended that such an edict be handed down. He concludes such allowances penalize efficient operators, and are in direct violation of ICC rules.

In a report based upon extensive study of the subject, Later stated to his chiefs:

"There is no legal obligation other than the statutory requirements of section 215 of the act which requires motor common carriers to provide cargo insurance for the protection of shippers. When such carriers file with the commission the required minimum insurance, they are not required

further to indemnify the shippers by insurance."

### 3-Yr. Licenses for New York Drivers

Governor Lehman has signed a bill amending the vehicle and traffic law requiring that drivers' licenses be issued for a period of 3 yrs., unless applicant requests that it be for 1 yr.

### South Carolina Vetoes Truck Weight Bill

Governor Johnston of South Carolina vetoed a new motor vehicle size and weight law, recently passed by both houses of the legislature and designed to replace that state's 20,000-lb. maximum weight law which was declared unconstitutional by a Federal three-judge court.

In addition to restricting and limiting the use of highways and regulating traffic, the new bill prescribed uniform and safe driving practices and required compulsory accident reports. These safety rules were modeled after those promulgated by the Interstate Commerce Commission for motor carriers under its jurisdiction.

In vetoing the bill, however, Governor Johnston said that its ultimate effect would be "to impair rather than promote safety upon the highways of South Carolina." It would permit, he added, "veritable trains upon the roads of South Carolina and require the ordinary citizen, the driver of the model 'T,' to carry five tires in meeting and dodging these large trains on our highways."

Beyond that the Governor gave no explanation of his action.

South Carolina organized truckmen, who had been supporting the bill, which would have allowed substantially the same sizes and weights as those permitted in Georgia and North Carolina, announced that the bill "is not altogether lost yet."

Should the state legislature fail to override the governor's veto, the truckmen plan to press the fight for a new weight law from another angle, authoritative sources disclosed.

### Bockstahler Keeshin President

Walter Bockstahler has been elected president of the Keeshin Transcontinental Freight Lines, Inc., Chicago. John L. Keeshin, former president, has been elected chairman of the board.

Bockstahler has been for a lit-

tle more than a year merchandise manager for the Baltimore and Ohio Railroad. Prior to that he was affiliated with the Universal Carloading Co. He was also assistant to Joseph B. Eastman when he was federal co-ordinator of transportation. He is also a former president of the New York Traffic Club and is now a director of the Associated Traffic Clubs.

Maurice E. Sheehan, formerly comptroller of the Keeshin organization, was elected vice-president and treasurer. He was formerly chief of the section of accounts of the bureau of motor carriers of the Interstate Commerce Commission.

### Rail-Owned Truckers Are Held Contract Carriers

In an opinion which strikes at the very roots of the Motor Carrier Act, Division 5, Interstate Commerce Commission, by a vote of 2 to 1, has held that railroad-owned trucking companies are contract carriers subject to the same Federal regulation as are independent motor lines.

The opinion was handed down in a tentative decision in application MC-2744, Scott Brothers, Inc., subsidiary of the Pennsylvania Railroad, to perform collection and delivery service for the Pennsylvania and Long Island Railroads in Jersey City, N. J., and certain sections of New York City.

Because of the split decision and the fundamental nature of the questions involved, the division suggested the case be submitted to the entire Commission for final determination.

### Connecticut Trucks Must Be Lower

House Bill 1590, limiting the height of trucks operated on Connecticut highways to 12 ft. 6 in., inclusive of load, has been enacted into law by the General Assembly.

The measure requires a special permit from the highway commissioner for trucks exceeding the designated height, except for loads of hay or straw. A fine of \$25 is provided for violations.

The new bill was adopted largely as a result of the celebrated "Darien underpass" controversy, and this underpass will now be graded to permit passage of trucks of the maximum legal height.



THIS department each month will keep you informed of products, supplies, etc., that you normally use in your business plus new products that are placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the firms who aim to help you save and earn more in the operation of your business. Should you not find advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the maker's name and address. Our desire is to serve you in every way we can.



#### BLOTTERS (Advertising)

Reply-O-Bottlers, 225 Varick St., New York City.  
(See advertisement elsewhere in this issue.)

#### BODIES (Van)

Gerstenslager Co., Wooster, Ohio.  
(See advertisement elsewhere in this issue.)

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

#### CASTERS (Truck)

Bassick Co., 38 Austin St., Bridgeport, Conn.  
(See advertisement elsewhere in this issue.)

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
(See advertisement elsewhere in this issue.)

## ALL STEEL STANDARD VAN BODY LIGHT WEIGHT AND SMART STREAMLINING

At Low Cost

For All Light Trucks

This low cost, smartly styled van body has 700 cu. ft. inside capacity and will show a profit on many jobs where your regular equipment cannot operate profitably.

Write for details

THE HERMAN BODY CO.  
St. Louis, Missouri



letters of appreciation from those served. Incidentally, that advertiser who requested

## Helping DISTRIBUTION Keep Step with Production!



- Many business men believe that merchandise, because it is on shelves or in warehouses of jobbers, distributors, or dealers is SOLD! But—the modern business man knows that until the ultimate consumer buys, his merchandise regardless of distribution, is NOT SOLD!
- The REPLY-O-BLOTTER is an ideal "Prospect Selector," designed to produce replies. Used as a sales help, it will hammer home your story day after day, week after week—and when the psychological moment arrives, the cleverly BUILT-IN REPLY CARD, requiring no signature and no postage, will be returned as an inquiry or an order.
- Decide now to make a test. Put a few thousand REPLY-O-BLOTTERS on the desks of a few thousand prospects and then watch distribution keep step with production!

For Free Samples Write Direct to

**REPLY-O-BLOTTERS**  
BUY THEM FROM YOUR PRINTER  
225 VARICK STREET  
NEW YORK, N. Y.

### Casters (Truck)—Continued

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.  
(See advertisement elsewhere in this issue.)  
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)



No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.

THE IDEAL DOLLIE CASTERS

## Bassick TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

**THE BASSICK  
COMPANY**  
Bridgeport Connecticut

### CORDAGE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)  
(See advertisement elsewhere in this issue)

### COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue)

New Haven Quilt & Pad Co., 80-82 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

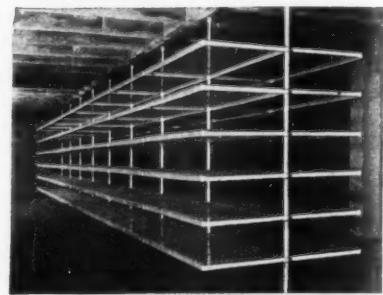
Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## NEW PRODUCTS

### New Type Ventilated Storage Rack

CONSTRUCTED on an entirely different design principle and incorporating several distinct features. The surfaces are flush and constructed of wire mesh woven by special process to assure absolute flush working surface allowing no resting of heavy objects as readily as on flat steel sheet.

Being ventilated, these racks facilitate quick drying, prevent warping, allow no moisture accumulation and permit free circulation of air for better working conditions. Light fibers through the whole structure to eliminate any dark corners in the rack. No dirt or dust can accumulate.



The rack is adjustable to any distance between tiers to give flexibility in handling changing stock requirements. Tiers may be added or eliminated without trouble.

The center post construction allows accessibility to material from all directions.

The rack can be equipped with casters for inter-departmental and production line requirements, or a monorail for an established route. Made by Superior Wire & Iron Products, Inc., E. 76th St., Chicago. *Distribution and Warehousing.*

### Clark Tote Pan Truck

NOW equipped with two vertical straps, is electric-welded throughout, and has two 6-in. diameter semi-steel wheels with Hyatt-type roller bearings. This truck has a capacity of 1,000 lbs. The extended arms which set under the tote pan



flanges enable the operators to pick up pans singly or nested. The truck is available for all standard sizes of tote pans. Made by All Steel Welded Truck Corp., Rockford, Ill. *Distribution and Warehousing.*

*that his ad be run upside down two months ago, repeats the request again this month*

## COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

## DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.  
(See advertisement elsewhere in this issue.)

## FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

## FURNITURE TIE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.

## HOISTS (Chain and Electric)

Tale & Towne Mfg. Co., Philadelphia, Pa.

### Diesel Fuel

### Dehydrator

A MEANS of combating acid and water in fuel oils has been developed. The need for such a unit was based on the service problems of Diesel operation caused by sulphur and water, present in most fuel oils, attacking the closely machined portions of the fuel pumps and injection nozzles.



The fuel dehydrator is placed between the fuel tanks and the fuel pumps. The principle on which it operates is comparable to the action of a battery in that the unit contains two different metallic elements which the acid and moisture attack, and thus dissipate themselves. The result is that a fuel going into the dehydrator will contain acid and moisture, but when it leaves the unit, it is free from them. The maker is the Cunningham Co., 4252 Santa Monica Blvd., Los Angeles, Cal. Distribution and Warehousing.

## RUSCO Truck Lining in 17 Sizes

RUSCO is now supplying a full molded, wire-back slab stock lining in 17 sizes to service all truck installations in 4 in., 3/16 in. and 1/8 in. thicknesses in all drum ranges. Maker, the Russell Mfg. Co., Middletown, Conn. Distribution and Warehousing.

*because of the favorable reaction received. Look for it. And now for our new nom-*



## INSECTICIDES

Barrett Co., 40 Rector St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## NAPHTHALENE FLAKES

Barrett Co., 40 Rector St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
Fulton Bag & Cotton Mill; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)  
Louisville Bedding Co.; Preston & Market Sta., Louisville, Ky.  
(See advertisement elsewhere in this issue.)  
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)



Always Improving values  
through nineteen years of  
honest service.  
Cut sizes 36 x 72, 54 x 72,  
72 x 72, 80 x 72.  
Write for prices and  
samples.  
Van Linings  
Grand Covers Tietape  
CANVAS SPECIALTY CO., Inc. 90 Grand St., N. Y. C.

**Fulco gilt-edge**  
**FURNITURE PADS**  
**and TARPAULINS**

The best buy in Furniture Pads on the market today! FULCO is the only pad made with special novolux fiber and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer. Write today for 1937 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

### Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS

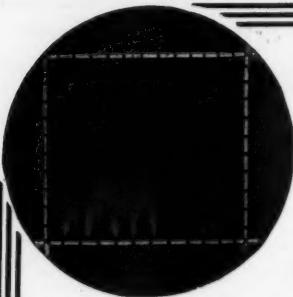
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

## Use PIONEER Van Pads and Be Safe



No need taking chances when you can assure the safe, sure delivery of every load by using PIONEER Van Pads. Made of new cotton and jute. Covered with heavy drill and zig-zag stitched to prevent slipping and bunching. Made in various sizes to fit vans and all pieces of furniture. Assorted sizes for all moving purposes. Write for list of types and prices.

**Louisville Bedding Co., Inc.**  
 Preston and Market Streets  
 LOUISVILLE, KENTUCKY



## Extra Feature! Cross Stitched

### DREADNAUGHT PADS

THE only "extra-featured" pad on the market today. Dreadnaught Furniture Pads are sewn with hundreds of 3" squares. These squares prevent tears and give double quilting. Dreadnaught Pads are "extra-featured" but not extra-priced.

#### Cross-Stitched Pad Prices

36 x 72 in. cut size @	\$13.50
54 x 72 " " "	\$19.75
72 x 72 " " "	\$24.00
72 x 80 " " "	\$25.00

**New Haven Quilt & Pad Co.**  
 82-86 Franklin St. New Haven, Conn.

### PADS (Kersey)

**Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.**  
 (See advertisement elsewhere in this issue.)

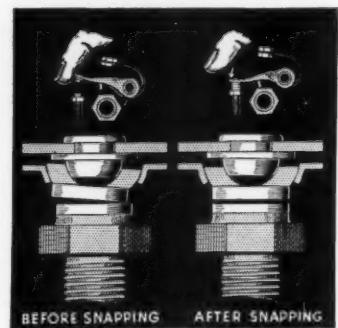
**Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.**

**Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.**

**New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.**

### Contact Points Improved

A N improvement in ignition contact points so that now a tungsten point is on a self-aligning ball and socket swivel. This assures full contact over the entire double sized area.



In this feature the area in contact is immediately 6 to 10 times greater than on the usual rigidly welded tungsten point. The maker is the Ives Engineering Laboratories, 2400 W. Madison St., Chicago. *Distribution and Warehousing.*

### Heavy Duty Extinguisher for Trucks

ONSTRUCTED to withstand excessive vibration and fitted with specially built sturdy steel brackets in two styles for truck equipment. One bracket is for mounting on the steering post and the other for any position on the dash or inside a cab. In addition to the conventional retaining cup at bottom and spring clips at top these brackets hold the extinguisher firmly and securely by a metal strap extending around the extinguisher with quick-opening spring buckles which readily and instantly releases in an emergency.



The extinguishers have a double-acting pump with patented rotating pick-up which discharges from any position a steady continuous stream 25 to 30 ft. These extinguishers meet the safety equipment requirements for trucks under the I.C.C. regulations. Made by Pyrene Manufacturing Co., Newark, N. J. *Distribution and Warehousing.*

inees. # 15—"Can your readers name this well-known traffic manager? He is about

**PAPER (Moth Proofing)**

White Tar Co.: Dept. W., Belleville Turnpike, Kearny, N. J.


**WHITE TAR NAPHTHALENE  
BALLS or FLAKES**

available in boxes, cartons, barrels.

Write for Prices Today!


**THE WHITE TAR COMPANY  
OF NEW JERSEY, INC.**

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

**PAPER (Tar)**

White Tar Co.: Dept. W., Belleville Turnpike, Kearny, N. J.

**Tool for Tensioning  
Steel Strapping**

An improved tool for tensioning steel strapping around large and heavy packages and bundles, the No. 3 Signode direct drive stretching tool has an entirely new and exclusive feature. An automatic gripper action permits control through the action of a handle. This functions in such a way that



50 years of age, not tall, but fairly well built, Scotch-Irish with a faint trace of a brogue,

**PIANO DERRICKS AND TRUCKS**

Fairbanks Co., 398 Lafayette St., New York, N. Y.

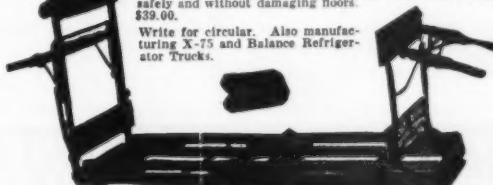
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

**The Highest Attainment  
in Piano Trucks**

The Buckeye Sill Piano Truck balances and turns without lifting. Handles uprights, grands and baby grands safely and without damaging floors. \$39.00.

Write for circular. Also manufacturing X-75 and Balance Refrigerator Trucks.



**Self-Lifting Piano Truck Co., Findlay, Ohio**  
Manufacturers of Trucks Since 1901

**PLATFORMS (Lift Truck)**

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

**TIRES (Industrial Truck)**

General Tire &amp; Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire &amp; Rubber Co., 7144 E. Market St., Akron, Ohio.

(See advertisement elsewhere in this issue.)

**TIRES (Motor Truck)**

General Tire &amp; Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire &amp; Rubber Co., 7144 E. Market St., Akron, Ohio.

(See advertisement elsewhere in this issue.)

**TRAILERS (Motor Truck)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

General Motors Truck Co., Pontiac, Mich.

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue.)

**TRUCK BODIES (Refrigerated)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.

(See advertisement elsewhere in this issue.)

when the tensioning operation is completed and the joint is made, drawing back the handle automatically releases the drawing and holding pawls. This action completely frees the windlass and at the same time releases the strap gripper. The tool is then held open in a perfect position to begin another tensioning operation.

Another feature is the hardened gripper plate, which promotes long, dependable endurance and wear. A reduction in the diameter of the windlass shaft, and a finer spacing of teeth on the ratchet wheel combine to provide greater power and greater tension on the strapping.

Other advantages claimed for this new equipment are: the long base which rests on the package when it is being used, prevents tilting of the tool in tensioning; the solid construction of the base prevents oil dripping from the working parts of the tool to the surface of the package; and the automatic features of the design make it a "one-hand tool." Made by Signode Steel Strapping Co., Chicago. Distribution and Warehousing.

## TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa. (Platform, Stevedore, Barrell & Special).

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)  
(See advertisement elsewhere in this issue.)

Yale & Towne Mfg. Co., Philadelphia, Pa. (Lift)

## FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 955.

THE FAIRBANKS COMPANY  
398 Lafayette St., New York, N. Y.

Distributors in Principal Cities



## HAMILTON STEEL TRUCKS

are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.



Let us  
quote our  
prices.

The HAMILTON CASTER & MFG. CO.  
Dept. D. HAMILTON, OHIO

## TO MEET EXACT TRUCK NEEDS

Fully rubber upholstered Trucks with patented quick change noses.  
PLATFORM and HAND NOSE TRUCKS for various Warehouse and Cargo use.  
Write for details and prices.

ORANGEVILLE MFG. CO.  
Orangeville (Col. Co.), Pa.



Fig. 200-BRR  
Refrigerator  
Truck

QB Trucks with round corners, no projecting parts.

TRUCKS BARRELS & CAGES  
ORANGEVILLE  
ORANGEVILLE MFG. CO.  
ORANGEVILLE, PA.



Fig. 202-4  
A popular  
Warehouse  
Truck

The Colson Corp., Elyria, Ohio.

## TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

Save Money • GET MORE PRODUCTIVE  
MAN HOURS - MAKE HANDLING EASIER WITH

## Colson LIFT JACK SYSTEM

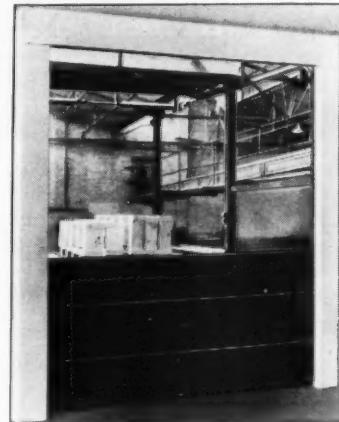
• Detailed literature sent on request explains how. Write

THE COLSON CORPORATION  
3701 CEDAR STREET, ELYRIA, OHIO

Steel Door of  
Rolling Type

THIS recently developed barrier type steel Rol-Top door has three lower sections that can be disconnected from the upper ones, thus permitting the upper sections to be raised while the lower ones remain in the opening as a barrier.

Both sections are counterbalanced so they can be raised or lowered independently of the other sections or can be raised or lowered as a single unit.



The door is fireproof, burglarproof, verminproof and weatherproof. It is locked from the inside or outside by a tumbler lock in conjunction with locking bars across the door that engage in adjustable slots in the track angles on both jambs. The lock is so constructed that when master keying is desired the purchaser can substitute any standard master tumbler lock. Made by the Kinnear Mfg. Co., 3017 Fields Ave., Columbus, Ohio. Distribution and Warehousing.

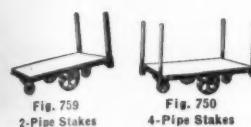
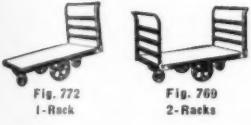
Baker Industrial  
Truck Controller

A NEW development known as the "No-Plug" controller is now standard on all Baker trucks and can also be installed on most trucks of this type already in service. It makes correct operation of the truck compulsory by preventing "plugging." This new controller prevents starting overloads by requiring the operator to start in first speed and to use the acceleration speeds which are provided. Instantaneous reversal

member of Chicago Transportation Club and okay personally." #16—"What well-

# "HALLOWELL" STEEL TRUCKS

## TLTING STYLES

Fig. 765  
2-Wooden StakesFig. 752  
4-Wooden StakesFig. 759  
2-Pipe StakesFig. 750  
4-Pipe StakesFig. 758  
1-Bar HandleFig. 757  
2-Bar HandleFig. 772  
1-RackFig. 769  
2-Racks

## ALL TYPES—ALL SIZES —FOR ALL JOBS—

And the tougher the job, the more severe the punishment—the sooner you'll see how "Hallowell" Trucks cost you far less, in the long run. Heavy loads that bring out the weak spots in other trucks . . . the battering that reduces them to splintery, shaky wrecks . . . are easily borne by "Hallowells." Thanks to sturdy, steel plate tops and heavy welded construction. For a truck that will give you years of service, with practically no repairs—choose a "Hallowell."

*Complete information and prices  
cheerfully furnished.*

## STANDARD PRESSED STEEL CO.

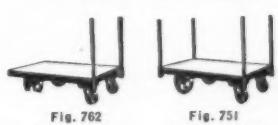
BRANCHES  
BOSTON  
DETROIT  
INDIANAPOLIS

JENKINTOWN, PENNA.

Box 560

BRANCHES  
CHICAGO  
ST. LOUIS  
SAN FRANCISCO

## NON-TILTING STYLES

Fig. 766  
2-Wooden StakesFig. 753  
4-Wooden StakesFig. 762  
2-Pipe StakesFig. 751  
4-Pipe StakesFig. 760  
1-Bar HandleFig. 751  
2-Bar HandleFig. 768  
1-RackFig. 754  
2-Racks

is eliminated by making it necessary for the operator to bring the truck to almost a complete stop before power can be applied in the reverse direction. The "No-Plug" feature is so designed that it cannot be removed. Made by Baker Industrial Truck Division of the Baker-Raulang Co., 2179 W. 25th St., Cleveland. Distribution and Warehousing.

## New 400-Line Egry Register

Used in a warehouse or in the loading space and makes clear, legible, multiple copy records with space provided inside the register for the filing of audit copies. Also used for writing invoices, charge slips, purchase requisitions, de-



livery receipts, receiving forms, shipping orders, etc. Made of aluminum alloys that combine strength with lightness. Made by the Egry Register Co., Dept. E, 429 Monument, Dayton, Ohio. Distribution and Warehousing.

*known distribution man has been connected with his company since 1903, is never too*

## TRUCKS (Refrigerator)

INTERNATIONAL ENGINEERING, INC., 1145 BOLANDER AVE., DAYTON, OHIO.

SELF-LIFTING PIANO TRUCK CO.: FINDLAY, OHIO.  
(See advertisement elsewhere in this issue.)

## TRUCKS Refrigerator—Platform and Trailer

Deliver your Refrigerators  
on Rubber

Type x—\$21.00  
Type y—22.50

Ask for  
Catalogue



INTERNATIONAL ENGINEERING INC.  
DAYTON, OHIO  
15 PARK ROW, N. Y.

## WHEELS (Industrial Truck)

FAIRBANKS CO., 398 LAFAYETTE ST., NEW YORK, N. Y.  
(See advertisement elsewhere in this issue.)

INTERNATIONAL ENGINEERING, INC., 1145 BOLANDER AVE., DAYTON, OHIO.

# DISTRIBUTORS of the World's Goods

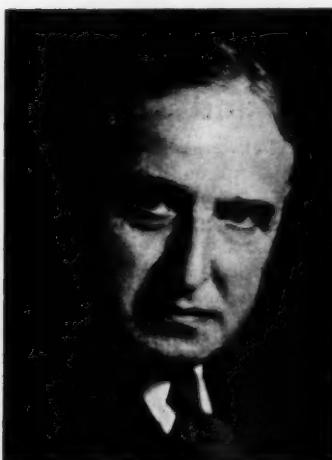
Traffic executives and warehousemen are truly "distributors of the world's goods."

The former are concerned with raw materials and finished products pertaining to their own commodities, while the latter are concerned with all raw materials and finished products, from whatever source.

They therefore find it mutually advantageous to work hand-in-hand, and their respective companies appreciate the honor you have bestowed upon them through our bottom line introduction.



**E. RICHARDSON**  
General Traffic Manager  
Lever Brothers Company



**W. W. BARNES**  
Manager of Traffic  
Beech-Nut Packing Company



**DOUGLAS MILLER**  
Eastern Manager  
Associated Warehouses, Inc.



**F. J. TULLY**  
Vice-President  
Allied Distribution, Inc.

*busy to see you, has one of the finest philosophies on life, and never drives his car over*

BIRMINGHAM, ALA.

1880 — 1937

**HARRIS**  
Transfer & Warehouse Co.  
8 South 13th St., Birmingham  
— FIREPROOF WAREHOUSES —  
Merchandise and Household Goods  
• STORAGE • DISTRIBUTION  
• CARTAGE • FORWARDING  
Pool Cars Handled

Over 55  
Years of  
Service

BIRMINGHAM, ALA.

**STRICKLAND**  
Transfer & Warehouse Co.  
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.R.s.

BIRMINGHAM, ALA.

**WITTICHEN**  
Transfer & Warehouse Co.  
Fireproof Warehouse  
Household Goods and Merchandise  
Agents: Aero Mayflower Transit  
Company  
Member of Allied Distribution, Inc.

BONDED  
AMERICAN WAREHOUSEMEN'S ASSOCIATION  
OFFICIAL SEAL

MOBILE, ALA.

R. P. POPE, Proprietor

**COMMERCIAL TRANSFER  
and STORAGE CO.**

A complete merchandise transfer and pool car service  
Storage space for rent, correspondence invited

MOBILE, ALA.

**Merchants Transfer Company**  
HEAVY HAULING—STORAGE  
Pool Cars and General Merchandise—Bonded  
Authorized Transfer Agents  
A.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.



Alabama Transfer & Warehouse Co.  
Cor. N. Perry & Pollard Sts.  
BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTION  
Members: N.F.W.A. — A.W.A. — So.W.A. —  
A.C.W. — A.V.L.



MONTGOMERY, ALA.

**MOELLER TRANSFER & STORAGE CO.**  
210-220 COOSA STREET  
Merchandise and Household Goods  
Low Insurance Rate Bonded Trucking Service  
Pool Car Distribution  
Members: A.W.A., N.F.W.A., So. W.A.

TUCSON, ARIZONA

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS  
FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS, President MONT S. ECHOLS, Vice-President J. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

**ARKANSAS WAREHOUSE COMPANY**

General Merchandise Storage, Forwarding,  
Pool Car Distribution,  
55,000 Square Feet Floor Space.  
Modern Fire Proof Building, Sprinkler Equipped.  
Lowest Insurance Rate.  
On St. Louis, San Francisco Railroad Reciprocal Switching.



LITTLE ROCK, ARK.

**Commercial Warehouse Co.**  
801-7 East Markham Street  
A Complete Branch House Service  
Fireproof Sprinklered — Low Insurance  
Private Railroad Siding — Quick Service

REPRESENTED BY  
ALLIED DISTRIBUTION INC.  
CHICAGO  
1225 NEWBERRY ST.  
TEL. MONROE 5-5511  
NEW YORK  
11 W. 42nd St.  
TEL. PENN 6-6010

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse  
Merchandise—Household Storage

•  
Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods



LONG BEACH, CAL.

STORAGE-TRUCKING  
DISTRIBUTION  
FREIGHT-MACHINERY  
TRUCK CRANES  
RIGGING

**CITY  
Meedrum  
TRANSFER & STORAGE**  
Since 1903  
457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.

Nine  
Metropolitan  
Locations

OPERATING WAREHOUSES  
IN PRINCIPAL CITIES OF CALIFORNIA  
**BEKINS**  
VAN & STORAGE CO.  
1335 S. Figueroa St.  
HERB HOLT, Mgr.

LOS ANGELES, CAL.

**DAVIES WAREHOUSE COMPANY**  
GENERAL OFFICES: 164 SOUTH CENTRAL AVE.  
First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.  
MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

AN "ASSOCIATED WAREHOUSE"

35 miles per hour?" #17—Who is the warehouse representative who we all predicted

## LOS ANGELES, CAL.

## CALIFORNIA WAREHOUSE CO.

1248 WHOLESALE ST.



Specialist in Food Distribution

EFFICIENT WAREHOUSING  
and DISTRIBUTION

Sprinklered Concrete  
Building  
Central Location  
Spur Tracks  
Low  
Insurance  
Cartage  
Service  
Merchandise  
Exclusively

## LOS ANGELES, CAL.

1836 Arapahoe St.—Near Washington Blvd.  
Beverly Hills—Westwood—Wilshire District—Hollywood

LOS ANGELES, CAL.

318 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly Hills, and Los Angeles direct to us. We will insure you satisfied customers. A complete service.

LOS ANGELES, CAL.

SERVES CALIFORNIA

LOS ANGELES, CAL.

Offices for Rent

Telephone and  
Secretarial Service

Sub Basement for  
Cool, Dry Storage

METROPOLITAN  
WAREHOUSE CO.

Merchandise Warehousing  
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.

1525 Newberry Ave. 11 West 42nd St.  
Chicago, Ill. New York City

LOS ANGELES, CAL.

We Solicit Your Shipments and  
Pool Car Distribution

PRUDENTIAL  
STORAGE & MOVING CO.

1610 SOUTH VERNON AVE.

FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS  
Members California Van & Storage Association  
National Furniture Warehousemen's Association

wouldn't last in the game for two years but who recently celebrated his 11th anniversary

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.

(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage

U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY  
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY  
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.  
OR NEAREST GENERAL AGENCY  
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

MERCHANDISE  
STORAGE AND  
DISTRIBUTION  
DRAYAGE  
CYANIDE FUMI-  
GATION  
BROKERS' OFFICES  
SECRETARIAL  
P.B.X.  
FINANCING  
SERVICE

Pacific Commercial Warehouse, Inc.  
923 East Third St. Los Angeles, California

SPECIALIZING IN STORAGE AND DISTRIBUTION  
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE  
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

Star Truck & Warehouse Co.

COMPLETE FACILITIES

EFFICIENT SERVICE

Storage

Distribution

Drayage

Represented by Distribution Service

240,000 Square Feet

New York Chicago

56 Motor Trucks San Francisco

Los Angeles Truck Strike Ends

The 2 months' old teamsters' strike against the Pacific Freight Lines was terminated June 3 by a joint announcement from Teamsters' Union representatives and G. M. Dunntley, president of the transportation company.

Bigelow-Sanford Enters  
Westland Warehouse

The Bigelow-Sanford Carpet Co., Inc. has leased and occupied 15,000 sq. ft. of space in the south wing of the Westland Warehouse, Los Angeles, Cal. It has also taken a first floor shipping room in the same building. These offices will serve as branch warehouses for the Southern California territory.

The Bigelow-Sanford company maintains mills at Thompsonville, Conn., and Amsterdam, N. Y., and buys its wools from Scotland, Ireland, Spain, Syria, India, Tibet, Mongolia, Turkey, China, Armenia, Greece, Ecuador, Algeria, Iraq, Egypt, Chile, Venezuela, Argentina, Portugal and New Zealand.

W. D. Lindsay, traffic manager of the United States Gypsum Co., has been promoted to director of traffic. Gordon E. Riley, who was assistant to Mr. Lindsay, has been advanced to traffic manager.

38

## LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

## UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

## LOS ANGELES, CAL.

## Make Westland Warehouses

Your Distribution Headquarters  
in So. CaliforniaMember, A. W. A.  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Service

Westland  
Warehouses, Inc.  
4814 Loma Vista Ave.,  
Los Angeles, Calif.  
Room 1303  
38 So. Dearborn St.  
Chicago, Ill.



## OAKLAND, CAL.

## OAKLAND WAREHOUSE TERMINALS

20th &amp; CAMPBELL STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

## Southern Pacific Terminal Warehouse

4TH &amp; BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE &amp; WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF  
FURNITURE AND MERCHANDISE

MEMBER AWA

## SAN DIEGO, CAL.

MODERN MERCHANDISE STORAGE  
AND DISTRIBUTION

SAN DIEGO  
MUNICIPAL  
WARE-  
HOUSING  
CORPOR-  
ATION, LTD.

20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 935-Foot Dock Length and a Draft of 36 Feet. Customs, U. S. Warehouse Act, and State Bonded. Sampling, Sorting & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Beans, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipe. Motor Freight Terminal. Frank C. Seehorn, Manager. 1265 HARBOR ST.

## SAN FRANCISCO, CALIF.

## FARNSWORTH &amp; RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE  
Pool Car Distribution Motor Truck Fleet  
Terminal at First, Brannan and Federal Streets  
In the heart of the shipping district

## SAN FRANCISCO, CALIF.

## GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH  
OVERLAND FREIGHT TRANSFER CO.  
AND  
TILDEN SALES BUILDING

## SAN FRANCISCO, CALIF.

CONSIGN TO  
THE HASLETT WAREHOUSE CO.280 Battery St., San Francisco  
Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)

FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President

Member American Warehousemen's Assn.

Member American Chain of Warehouses, Inc.

## SAN FRANCISCO, CAL.

Complete  
Warehousing  
Service  
for  
General Merchandise  
Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations  
and Telephone Service

## SAN FRANCISCO WAREHOUSE COMPANY

625 Third St. Sutter 3461

Member: American Warehousemen's Association  
Distribution Service, Inc.

## SANTA ROSA, CAL.

## ALEXANDER'S

in Santa Rosa for  
FIREPROOF STORAGE,  
MOVING—PACKING  
and SHIPPING  
A St., at 2nd



## SO. PASADENA, CAL.

EST. 1913  
ONEONTA  
TRANSFER AND STORAGE

812 FREMONT AVENUE

Coast to Coast Motor Van Service  
Complete Moving and Storage Facilities

## VENTURA, CAL.

## POOL CAR DISTRIBUTION

Established 1881

VENTURA  
TRANSFER  
COMPANY

Two Brick & Concrete Buildings for Storage  
and Distribution of Household Goods. Motor  
Truck Service.

Members of NFWA—YVA—Cal &amp; SA

Send Inquiries to P. O. Box 728

sary among us by throwing a luncheon party at the New York Traffic Club? #18—

## COLORADO

## DIRECTORY OF WAREHOUSES

D and W, July, 19

## DENVER, COL.

**North Denver Transfer and Storage Company****Modern Merchandise Warehouses**

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage  
Forwarding Distributing

Centrally Located



Free Switching

Office 2016 Blake Street, DENVER, COLORADO

## DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**

1700 Fifteenth Street

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

## PUEBLO, COLO.

**BURCH WAREHOUSE AND TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Fright Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N. F. W. A.—A. W. A.—Colo. W. A.

## BRIDGEPORT, CONN.

E. C. Mooney, Pres. J. C. Hyland, Mgr.

**Hartford Despatch and Warehouse Co.**  
1337 Seaview Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

## GREENWICH, CONN.

**DRINKWATER SONS, Inc.**

Offices

122 RAILROAD AVE.

2 WAREHOUSES

STORAGE, MOVING

50 Years in Business

Member N.F.W.A., C.W.A.

Agents for Allied Van Lines, Inc.



## HARTFORD, CONN.

E. C. Mooney, Pres. J. C. Hyland, Mgr.

**Hartford Despatch and Warehouse Co.**  
252 Asylum Street, Hartford, Conn.



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

*"Who is the expert rate man in his late fifties who frequently appears before the I.C.C."*

## NEW HAVEN, CONN.



M. E. Kiely, Mgr.

**DAVIS STORAGE COMPANY**  
335 East St., New Haven, Conn.  
Modern Fireproof Merchandise Warehouse.  
Private seven-car Siding, adjacent to Steamship and R.R. Terminals.  
Pool and stop over cars distributed.  
Motor Truck Service to all towns in Connecticut.  
Low Insurance Rate. Prompt, Efficient Service.

## NEW HAVEN, CONN.

**STORAGE and DISTRIBUTION**

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

**THE SMEDLEY CO.**

165 Brewery St., New Haven, Conn.  
Members: A.W.A., N.F.W.A., C.W.A., MTA  
of C, New Haven Chamber of Commerce,  
Hauling member Allied Van Lines, Inc.



## NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

**West Haven Trucking Company**

Storage Warehouses  
Offices, 435 Congress Ave.

Household Goods, Storage, Packing,  
Shipping, Receiving

## WASHINGTON, D. C.

J. P. ROGERS, Pres.

**CALVERT & ROGERS, Incorporated**  
*General Merchandise Storage & Distribution*

Pool Car Distribution & Hhg. Moving—Specialties—Refrigerators—Stoves—Washers—Motor Oils, Etc.

Private B&O. Siding, Langdon, D. C.

## WASHINGTON, D. C.

Telephone ADams 5600

**FEDERAL STORAGE COMPANY**  
1707 FLORIDA AVENUE

E. K. MORRIS, President  
(See Page Advertisement Directory Issue)  
Member—National Furniture Warehousesmen's Association

## WASHINGTON, D. C.

**FIDELITY STORAGE**

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

**ATTENTION  
DISTRIBUTORS**

**HAVE YOU NOMINATED A  
WAREHOUSE EXECUTIVE  
FOR IDENTIFICATION?**

*Read the Bottom Line*

### New Holman Tariff Has Minor Changes

The Household Goods Carriers' Bureau has reissued the Holman tariff, covering rules, regulations, rates and charges for interstate removal of household goods under the Interstate Commerce Act. This became effective June 21.

No advanced charges are made in this tariff. The only changes are in the wording which are elaborations and clarifications. Changes occur in the following general rules: Rule 4, Basis of Measurement; Rule 8 Intermediate Application; Rule 22, Divided Shipments; and Rule 23, Storage in Transit.

In Section II, Accessorial Services, Item 5 increases the charge for packing barrels from \$2.50 to \$3 each. There are no changes in the other packing or unpacking charges.

The Transportation Rates in Section V carry slight increases in rates up to and including 495 miles in all cubic foot columns and in all three tables, Tables A, B and C.

### Mooney's Daughter Marries

Genevieve Marie Mooney, daughter of Mr. and Mrs. Ed. G. Mooney, president of the Hartford Despatch & Warehouse Co., Hartford, Conn., was married in Chicago June 7th to Doctor Walter F. Jennings.

### Shippers Oppose Water Carrier Control by I.C.C.

FEDERAL regulation of water carriers by the Interstate Commerce Commission, as proposed by the Eastman Bill, which has been favorably reported to the Senate, was opposed by the Shipper's Conference of Greater New York at a meeting held the early part of May.

The conference adopted a resolution declaring its preference "if Federal regulation is adopted," for placing the water carriers under the jurisdiction of the Maritime Commission, rather than that of the I.C.C.

### Connecticut Adopts Official Motor Freight Classification

The Connecticut Public Utilities Commission June ordered the adoption of the Official Motor Freight Classification as the basis for settling trucking rates in this state. The classification, it was announced, will be modified by Jan. 1, 1938 to conform strictly to weight and volume characteristics. Other classifications already filed with the commission may remain in use until the same date, provided the operator files supplementary data by Oct. 1, showing the difference between his classification and the official classification.

The official classification is one of four submitted to the commission for its consideration at the meeting on Feb. 9 of this year, and was drawn up by the Eastern Motor Freight Bureau, Inc., Hartford, representing nearly 250 common carriers. It provides for five primary classes by weight and volume as follows:

First class—3 lbs.—per cubic foot to but not including 5 lbs. per cubic foot.

Second class—5 lbs. per cubic foot to but not including 10 lbs. per cubic foot.

Third class—10 lbs. per cubic foot to but not including 15 lbs. per cubic foot.

Fourth class—15 pounds per cubic foot to but not including 20 lbs. per cubic foot.

Fifth class—20 lbs. per cubic foot, and over.

The basic rates which have been applied generally by the motor truck operators who have filed this classification with the commission are as follows: Fifth

### WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

## Security Storage Company OF WASHINGTON

*Capital, Surplus and Reserves over \$1,200,000*

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, N.F.W.A., A.W.A., A.V.L.  
Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington  
31 Place du Marche St. Honore, Paris

### WASHINGTON, D. C.

#### Modern Fireproof Building

LONG DISTANCE MOVING

PACKING STORING SHIPPING



**SMITH'S**

Member—Mayflower Warehousemen's Association

TRANSFER & STORAGE CO., INC.

1313-15-17-19-21 Yew Street, N. W.

### WASHINGTON, D. C.

## GENERAL MERCHANDISE STORAGE

Pool Car Distribution—

City Delivery Service

Direct Switching Connections into Warehouse  
Pennsylvania Railroad

## TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

### WASHINGTON, D. C.

W. E. EDGAR, Supt.

## THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

### WASHINGTON, D. C.

Established 1901

## UNITED ★ STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 106)

Member of N.F.W.A.—W.W.A.

*in the interest of his port, knows the transportation business from all angles and doesn't*

## FLORIDA

## DIRECTORY OF WAREHOUSES

D and W, July, 19

## JACKSONVILLE, FLA.

A. H. Laney, Pres. &amp; Mgr. W. W. Delcher, Sec. &amp; Treas.

## LANEY &amp; DELCHER STORAGE CO.

657 East Bay St.

## Merchandise Storage and Pool Car Distribution

Negotiable and non-negotiable receipts issued.

FIREPROOF WAREHOUSE—LOW INSURANCE RATES

## JACKSONVILLE, FLA.

## FLORIDA'S LARGEST WAREHOUSE

## UNION TERMINAL WAREHOUSE COMPANY

East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Services—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System—A.D.T. Service  
Insurance Rate 12 CentsRental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.W.—J.W.A.

## MIAMI, FLA.

C. A. Burnet, Pres.

Sid Cox, Secy.-Treas.

C. A. BURNET WAREHOUSE  
& TRANSFER CO., Inc.

20-26 N.E. 11th St.

Largest Commercial Storage Warehouse  
in Miami. Five Stories absolutely  
Fireproof—Private Siding.

Centrally Located to Jobbing Trade—Building A.A.A. Construction

## MIAMI, FLA.

W. M. KELLEY, Pres. &amp; Mgr.

## ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse  
Private Siding Seaboard Air Line Ry.Merchandise Storage and Pool Car Distribution  
Low Insurance Rate

## MIAMI BEACH, FLA.

## Washington Storage Co., Inc.

1001 Washington Avenue

## Moving—Packing—Shipping—Storage

Members NFWA, SOWA

## PENSACOLA, FLA.

W. A. Ray, Pres. &amp; Mgr. M. Ray, Sec.-Treas.

## The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&amp;N (3-car capacity) at 710 So. Palfox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&amp;N; LCL via L&amp;N-Frisco. Specialize in sugar, sugar, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

## PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.

FERRISS WAREHOUSE and  
STORAGE CO.Merchandise and Household Goods Storage  
Pool Car Distribution on private siding  
L & N Ry.—Free switching from Frisco

## TAMPA, FLA.

WILLIAM J. EVE, Manager

## WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

hesitate to step on the toes of the railroads or any other interests that may put ob-

## TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL  
BONDED  
WAREHOUSES

INCORPORATED

MERCHANTISE  
Storage & Distribution  
Fireproof Buildings  
Waterfront Whse. and  
Private DocksU. S. CUSTOMS  
Bonded Storage  
Government Storekeeper  
retained permanently,  
Normal temperatures for  
Wines and Liquors.HOUSEHOLD  
Moving & Storage Agents  
Aero Mayflower Transit  
Co.  
National Long Distance  
MoversMembers Mayflower Warehousemen's Assn.  
American Chain of Warehouses

## TAMPA, FLA.

"The Safest Place in Tampa"

## LEE TERMINAL

## MERCHANTISE STORAGE

Pool Car Distribution—Rail &amp; Water Connections—Clean dry storage space—Night and day Watchman. Negotiable receipts issued. Invoicing accurately done. Every service required of a Branch House.

## HOUSEHOLD GOODS

Storage—Moving—Packing—Shipping. Make your consignments to us and be assured of entire satisfaction. Agents ALLIED VAN LINES, National Furniture Movers. Corporation Employee Moves solicited.

Lee Terminal Service combines a warehouse building so constructed as to enjoy Tampa's Lowest Insurance rate. Ideally located for economic distribution. The utmost care is given all shipments and collections are made and remitted promptly.

Members AWA—NFWA—SOWA  
Represented by DISTRIBUTION SERVICE, INC.

class, 100 per cent; fourth class, 120 per cent; third class, 150 per cent; second class, 200 per cent; first class, 300 per cent.

The commission explains that through an understanding with the American Trucking Associations, Inc., the Official Motor Freight Classification has been confined to use in the New England states, although not in use for intrastate traffic in Maine. It is already in use by a large number of common carriers operating within the state, the remainder using systems which are merely a modification of the rail classifications which the commissioner believes is not properly applicable to motor truck operation.

"The commission considers," says the finding, "that weight and volume are the only definitely determinable elements of commodities shipped by motor truck which it appears to be necessary to consider in determining how much the truck will carry.

"The weight characteristic limits the quantity of a commodity shipped in one truck load which, if the article is heavy, will be relatively small and may be smaller than the truck volume capacity. The other characteristic, volume, limits the quantity of a commodity shipped in one truck load which, if the article is light, will be relatively large and may be less than the truck weight capacity. The volume is generally determined as that of the article or container in which it is packed, but the theoretical loading volume obviously may be greater than this if the article or container is of such shape as to restrict the number of pieces which can be loaded in a truck."

The commission declares that upon the final establishment of a uniform classification, there should be no departure from the weight and volume method, any necessary adjustments being obtained by applying a percentage to the class rate or by supplemental charge. This, it urges, will make for the simplification of all rate making.

TAMPA, FLA.



### TAMPA UNION TERMINAL, INC. TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

### Atlanta Service Warehouse

223 Spring Street, S. W.

#### Merchandise Warehousing Pool Car Distribution

Com. of Ga. Ry. Trackage  
"Service" Is Our Middle Name

ATLANTA, GA.

### BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED  
FIREPROOF STORAGE  
MERCANDISE  
AND HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

ATLANTA, GA.

### BONDED

#### General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers  
Remittance made day received

Store door delivery—Re-packing—Re-shipping

#### MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

### M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

#### General Storage—Pool Car Distribution Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.&C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

### MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rates in Atlanta

#### MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service Member: A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for my long distance household goods movements you have. Commission Agents wanted.

### WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage  
Pool Car Distribution of Merchandise and  
Household Goods

Specializing on Long Distance Household Goods Moving  
Operators of Our Own Equipment in 38 States

stales in his way in keeping down shippers' expenses and thus build up his port? He

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

### RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping  
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

SAVANNAH, GA.

Savannah's only bonded warehouse

### SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY

BAY STREET EXTENSION & CANAL  
Post Office Box 187

General Storage—Distribution—Reconsigning  
Customs House Brokerage System. Bonded  
Regular steamship services from principal  
Eastern, Western & Gulf ports—track con-  
nections with all rail and steamship lines.

R. B. Young, President  
Members—A.W.A.—A.C.W.—So.W.A.

HONOLULU, HAWAII

### WHEN SHIPPING GOODS TO

### HONOLULU

Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY  
Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

### BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding  
Negotiable Warehouse Receipts Issued  
Pool Car Distributors

304 S. 16th St. P. O. Box 1656 On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing

40 Warehouses

40 Cities

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0948 1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

### Combine your Chicago Office and your Warehouse

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and

only three minutes from the loop.

You will find here every facility for the efficient storage and dis-  
tribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection  
with all railroads eliminating cartage. Private switch on C&NW  
Railway—delivery platform inside the building—private dock on  
Chicago River outside all bridges—lighterage connection with  
rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

### CHICAGO

Represented by  
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

### CHICAGO'S LOOP WAREHOUSE

### C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.  
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel  
Post Bldg. for economical and speedy handling of Parcel Post shipments.

## CHICAGO, ILL.

## IDEAL in CHICAGO!

Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are "Ideal in Chicago," come to see our units first, whatever happens to be your space needs.

**CENTRAL STORAGE**  
& FORWARDING COMPANY  
2001 WEST PERSHING ROAD, CHICAGO  
Telephone LAFAYETTE 5628

## CHICAGO, ILL.



# CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE  
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

is at present speaking before certain trade bodies through the State of Pennsylvania."



• Here is the ideal solution to branch office, storage and distribution problems. A warehouse and distribution center in the very center of your market, rubbing elbows with the manufacturing, confectionery, district, and proprietary articles, chemicals, clothing, pharmaceuticals, drugs, etc. Here is your space—correctly suited to your needs—and office accommodations perfectly set up right in your same building—a perfect set-up for efficient servicing of your Chicago market at lowest possible cost.

In an interesting folder Currier Lee answers your questions about Lee housing. WRITE FOR IT TODAY.



**CURRIER-LEE WAREHOUSE CO.**  
General Offices 427 Erie St., Chicago, Ill.

**DOWNTOWN  
WAREHOUSE**

Most Centrally Located  
2 Blocks from New Union Station

CANAL &amp;

HARRISON STS.

Tunnel and Trap Car  
Service

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### N.F.W.A. Polls Membership for Convention City

THE membership of the National Furniture Warehousemen's Assn. is being polled to decide where the 1938 annual convention will be held. This is being done because the Board of Directors of the association is unable to make a decision. California members have extended an invitation to hold the convention at Del Monte or Coronado Beach. The National held a convention in Del Monte 9 yrs. ago.

### Move to Stop P&D Rail Service on Household Goods

The National Furniture Warehousemen's Assn., through its railroad traffic committee headed by Oliver Wogstad, Chicago, will try to have the various rail carriers discontinue application of the pick-up and delivery service to household goods, by elimination of this provision from their various tariffs.

Mr. Wogstad points out that due to the fact that householders do not ship every day, they are poor prospects for the railroads to go after with a free pick-up or delivery service. In addition to this, the use of railroads necessitates considerable trouble to the household goods owner in locating competent help to bring the goods down to the sidewalk and to arrange for delivery at the new home at the other end.

### South Fights for Lower Freight Rates

Southern shippers are preparing to fight for freight rates that are on a parity with the rest of the country. Gov. Graves of Alabama has named three lawyers to handle the litigation before the I. C. C.

Funds to prosecute the fight are being subscribed by manufacturers and others. A total of \$100 is being asked for. Both Governor Graves and Olin Johnson of South Carolina are in Washington where a formal complaint has been filed before the I. C. C.

What is wanted is a reduction of the class freight rates now before the I. C. C.; a demand for a postponement of the 15 per cent increase in intraterritorial rates on textiles to become effective June 8, a general lowering on commodity rates for leading products, and finally a request for parity for all shipments in line with rates charged in the west and north.

### Wheat Storage in Hard Winter Area

(Washington Correspondence): A movement during the past 10 years toward constructing modern wheat-storage space in the Hard Winter wheat area of the Southwest is reported by the Bureau of Agricultural Economics.

A large portion of this new storage has been built at country points and subterminal points in the growing sections. New storage has been built at terminal points, also, particularly at Kansas City and Omaha.

This probably means that less wheat is being stored on farms, that more is being stored at concentration points in producing areas and that the terminal markets are storing smaller proportions of the total.

An important factor in this increased use of public storage rather than farm storage is said to be the increased use of the combined harvester. Another factor is the desire of millers for virgin, country-run wheat.

Especial significance attaches to the storage situation in view of pending proposals for wheat crop insurance. If storage supplies of wheat are to be paid back to producers in time of crop failure, there is

### CHICAGO, ILL.

Accessible Location.  
Modern Warehouses.  
Excellent Shipping Facilities.  
Delightful Offices  
Special Equipment.  
Economical Service.  
No carriage expense on  
outbound L. C. L.  
Freight.  
1455 W. 37th St.

**DIETRICH**  
WAREHOUSING COMPANY.  
1455 W. 37TH ST.

53 W. Jackson Blvd., Chicago  
Via

Forward next Pacific Coast Shipment  
**YOU GUARDED IT!**

CHICAGO, ILL.

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.

### EMPIRE MAINTAINS A STANDARDIZED SERVICE



For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS  
PACKING AND SHIPPING BY RAIL  
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE  
(CITY-WIDE SERVICE)

**EMPIRE WAREHOUSES, Inc.**

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

Member A. W. A.



COMPLETE WAREHOUSING  
AND DISTRIBUTING SERVICE



### GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

*And now that these four have been nominated, we will proceed to the identifications*

**ILLINOIS****DIRECTORY OF WAREHOUSES**

D and W, July, 19

**CHICAGO, ILL.**

RALPH J. WOOD, Pres. MORRISON C. WOOD, Vice-Pres.  
 For Shipments to the South Side's Finest Residential Districts  
 CONSIGN TO  
**The Lincoln Warehouse Corporation**  
 Main Office and Warehouse—1259 Drexel Boulevard  
*"43 Years of Distinctive Service"*  
 Personal attention of executives to customers. Collections promptly remitted.  
 Member N.F.W.A.

**CHICAGO, ILL.**

**MIDLAND**  
*Offers*  
**LARGE AND SMALL SHIPPERS  
 THREE MODERN MERCHANDISE  
 WAREHOUSES**  
 at  
**CHICAGO**  
 With convenient locations  
*For Local Trade.*  
 With excellent transportation facilities  
*for National Distribution*  
 Chicago Junction In and Out-bound Union  
 Freight Station—direct connections with  
 thirty-eight railroads, no trap car, tunnel or  
 cartage service or charges on in or out-bound  
 LCL shipments. Receiving stations of Ex-  
 press, Freight Forwarding, Electric and Boat  
 Lines on premises.  
 With a complete warehouse organization  
*fully equipped to handle merchandise rapidly and economically*  
*Let Us Quote on Your Requirements*  
**MIDLAND WAREHOUSES, INC.**  
 1500 SOUTH WESTERN AVENUE,  
 CHICAGO, ILL.

**CHICAGO, ILL.**

NATIONAL TERMINALS CORPORATION  
 FACILITIES

CLEVELAND.....	National Terminals Corporation
MILWAUKEE.....	National Terminals Corporation
TOLEDO.....	National Terminals Corporation
INDIANAPOLIS, INDIANA.....	Terminal and Refrigerator Company
EAST CHICAGO, INDIA.....	East Chicago Dock Terminal Company
NEW YORK OFFICE.....	25 Beaver Street (Phone: HAnover 2-1172)

**NORTH PIER TERMINAL COMPANY**  
 580 EAST ILLINOIS ST. CHICAGO, ILLINOIS

See our half page advertisement in the Waterways and Terminals Department

**NATIONAL TERMINALS**

**RAILWAY TERMINAL & WAREHOUSE CO.**

444 WEST GRAND AVENUE, CHICAGO, ILLINOIS

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

*of the candidates who are now full-fledged members. First, there is the general traffic*

**CHICAGO, ILL.****Soo Terminal Warehouses**

519 W. Roosevelt Road

*Merchandise Storage—Pool Car Distribution  
 COOL TEMPERATURES—CANDY STORED ALL YEAR*

*Ground Floor Warehouse Space with or without  
 Offices. Trackage—Free Switching—Fireproof  
 Represented by  
 National Warehousing Service*

*"THE  
 ECONOMICAL  
 WAY"*

**CHICAGO, ILL.***Merchandise Storage and Distributors***WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

**ADVANCES MADE**

*Our ample financial resources enable you to negotiate  
 loans right in our office.*

*Prompt Delivery and Best of Service.*

need for adequate and properly supervised storage of grain at country points, says the Bureau. (H. M. Manning.)

**Jennings-Cornwall Changes Name**

The Jennings-Cornwall Warehouses, Inc., of Pocatello, Idaho, has changed its corporate name to Craig Warehouses, Inc. This change was made to more clearly identify the company from the Utah corporation of a similar name, with which it is not affiliated. There has been no change in the ownership or management. This will continue under J. L. Craig, Jr.

**Warehousing Excluded in New Colorado Rental Tax**

Transportation and Warehousing will not be included under Colorado's newest tax, the 2 per cent service tax passed by the legislature recently, although for a time it appeared that warehousing at least might come under the rule.

This most recent method of raising funds by Colorado legislators imposes a tax on everything from shoe shines and hair cuts to doctor bills. Rentals, however, escape.

**FOR SALE**

**WAREHOUSE** with trackage on main railroad just south of Washington, D. C. Also on main truck line route to South. 33,000 feet of floor space. Sale to close estate.

Walnut  
 7940

W. S. HOGE, JR.  
 3815 Lee Highway  
 Arlington, Va.

Walnut  
 9158



The on  
 Storage  
 in the  
 switching  
 Danville  
 rates, n

## CHICAGO, ILL.

*"Chicago's Leading Warehouse"***SENG WATERWAY WAREHOUSE CO.**

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

## CHICAGO, ILL.

**WERNER BROS. KENNELLY CO.**

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .  
Wilson Ave. Branch.

**CONTAINER SHIPMENTS  
SOLICITED**

*Warehouses Conveniently Located*

2815 Broadway  
4917 Broadway  
7613 N. Paulina St.  
4618 Clifton Ave.

PARK BRANCH  
1750 N. Clark St.  
Opposite Lincoln Park  
TRAFFIC DEPT.  
3133 N. Halsted St.

## MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

## CHICAGO, ILL.

# ESTABLISH YOUR CHICAGO BRANCH

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

**WESTERN WAREHOUSING COMPANY**  
323 West Polk Street

Chicago, Ill.

## DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. Treas.

**DANVILLE TRANSFER & STORAGE CO.**

The only fireproof warehouse in Danville. Store for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

**Low Insurance Rate**  
Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads. American Warehouse Association. Members National Furniture Warehousemen's Association. Members Illinois Furniture Warehousemen's Association.

manager nominated in May, whose photograph we did not receive in time for the June

## DECATUR, ILL.

**Decatur Warehouse Company**

(Shumate Transfer)  
20-30 INDUSTRY COURT  
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

## DECATUR, ILL.

Member of A.W.A.—N.F.W.A.

**HAMMAN  
BROS.  
TRANSFER & STORAGE CO.**

Office: 601 E. WILLIAM ST.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West.  
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

## PEORIA, ILL.

# All Points of the Compass



Peoria is the logical center of distribution for Illinois.  
We will be pleased to explain our service and facilities.

*Our Dependability Your Assurance of Satisfaction*

Member of A.W.A.

**FEDERAL WAREHOUSE CO.**  
Adams and Oak

## PEORIA, ILL.

**NATIONAL  
WAREHOUSE  
CO.**  
Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

Modern Plant C. & N.W. Siding Free Switching  
"Sparkling Service"

502-514 Cedar St. Phones: Main 133, 134

## ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
160,000 POPULATION — RATE BREAKING POINT  
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. &amp; Q. SIDING—FREE SWITCHING

**ROCK ISLAND TRANSFER & STORAGE CO.**

Member of A.W.A.—N.F.W.A.

## INDIANA

## DIRECTORY OF WAREHOUSES

D and W, July, 1948

## EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.

EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

## FORT WAYNE, IND.

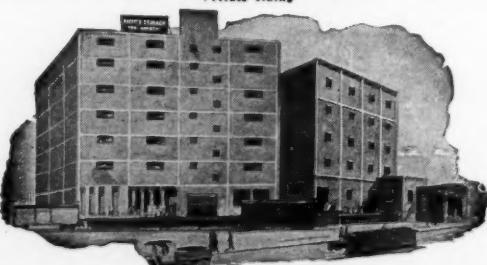
**FORT WAYNE [ WITH MIGHT AND MAIN ]**  
FORT WAYNE  
**STORAGE CO. THE SAME**

**FIREPROOF AND NON-FIREPROOF BUILDINGS.**  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Siding—Pool Car Distribution

## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**  
"FIREPROOF" BUILDINGS  
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District  
We have our own truck line and are equipped to make prompt deliveries  
Private siding



## HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON**  
**Transfer and Fireproof Warehouse**  
MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
WAREHOUSE and OFFICE: 405 Douglas Str.

issue. He has been identified by his friends all over the country with remarks like this:

## INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN**

**STORAGE and WAREHOUSE CO.**  
Merchandise Storage, Distribution, Trucking  
Leased Space—Offices—Low Insurance  
Loans on Receipts

## INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**  
330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of A.W.A.—Ind. W. A.—Associated Warehouses, Inc.

## INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment

## INDIANAPOLIS, IND.

Service That Satisfies

**TRIPP WAREHOUSE COMPANY**  
1000 E. New York St.

Merchandise Storage, Distribution, Trucking  
Private Siding C.C.C. & St. L.

Members A.W.A., Am. Chain Whses. Ind. W. A.

## TERRE HAUTE, IND.

**DISTRIBUTORS TERMINAL CORPORATION**

Private R.R. Track Capacity 21 Cars connecting with all lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

## CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE**

FIREPROOF WAREHOUSE  
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

**MOTOR FREIGHT TERMINAL**

For Reputable Freight Lines  
DAILY SERVICE IN EVERY DIRECTION  
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS  
Special Warehouse for Farm Machinery and Heavy Equipment

## DAVENPORT, IOWA

Rock Island and Moline, Ill.

**Ewert & Richter Express & Storage Co.**

Fireproof Warehouse, on Trackage—in the Business and Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal.

A. W., Inc.—A.W.A.—N.F.W.A. Phone Dial—3-3653

Agents—Allied Van Lines, Inc.

## DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

### Absorb Outbound Switching on Transit at Peoria

Effective Feb. 17th, the Federal Barge Lines, Tariff 9-N, provided for the storage-in-transit of sugar at Peoria, Ill., public warehouses. This tariff also provided for the Barge Lines' absorption of the transfer charge from the Barge Line to the warehouse.

On May 7th, the General Traffic Committee of the Illinois Freight Assn. approved the rail carriers' absorption of the outbound switching charge from warehouse, such absorption to be made by the carrier obtaining the line haul on full carloads.

### Garrett Builds \$50,000

#### Terminal at Salt Lake

The Garrett Transfer and Storage Co., Pocatello, Idaho, is constructing a \$50,000 terminal at Salt Lake City. This will be used by the motor freight line operating out of that point to Los Angeles and into Butte, Mont., and Boise, Idaho. The terminal is 130 ft. wide and 140 ft. long and is equipped with a hydraulic elevator, heating plant, and other equipment to make it modern.

It is constructed of reinforced concrete and contains a platform 30 by 100 ft. for loading from both sides, a four-stall shop, the offices and a large basement for tire and lubricating oil storage. It has entrances from both Fifth South and First West streets.

Occupancy will take place July 1.

### Factories on the Move

(Concluded from page 9)

National Container Corp. will build a 200-ton capacity kraft pulp and board mill at Jacksonville, Fla. Other plants are three pulp and paper mills for the Union Bag & Paper Corp. at Savannah, and a large pulp mill for the Container Corp. of America at Fernandina, Fla.

• • •

Howard Johnson Co., Quincy, has made arrangements to move its plant employing several hundred persons to Cambridge, Mass. Work on the new plant is slated to start in September.

• • •

Curtis Publishing Co., Philadelphia, Pa., although denied, was listed as among the firms planning to move from Pennsylvania to Burlington County in New Jersey to escape "excessive taxation."

• • •

E. H. Sopkin, dress manufacturer, will move its Chicago plant to New Albany, Ind. The Chicago plant has been closed because of a labor strike.

• • •

Southern Kraft Corp., a subsidiary of the International Paper and Power Co., will build a Kraft paper mill at Spring Hill, La. at a cost of \$12,000,000. Annual capacity will be 220,000 tons and there will be between 2,500 and 4,000 employees. Housing will be provided for the employees.

• • •

Bireley's Inc., Hollywood Cal., has leased 12,000 ft. of space at 248 South St., Newark, N. J., where a plant for bottling fruit juices will be established.

• • •

Los Alamitos Sugar Co., Long Beach, Cal., will build a million-dollar beet sugar plant at El Centro, Cal. The initial plant will be equipped to handle 1100 tons of beets per day.

• • •

Lasalle Shoe Co., Nashua, N. H., will move its plant to Haverhill, Mass. The company employs between 450 and 500 hands.

*"He has been a Lifebuoy to a good many of us after a stormy convention night."* "It

### DES MOINES, IOWA

Member American Chain of Warehouses

**MERCHANTS**  
TRANSFER & STORAGE CO.

9th  
&  
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

### DES MOINES, IOWA

ESTABLISHED 1880

**White Line Transfer & Storage Co.**  
120 So. FIFTH AVE. DES MOINES, IOWA

Moving: Packing: Shipping: Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of  
AUTOMOBILES, INFRASTRUCTURE, HOUSEHOLD GOODS  
MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines  
(Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

### MARSHALLTOWN, IOWA

IN THE HEART OF IOWA

**FIRE PROOF STORAGE CO.**

Church Street and First Avenue  
Complete Distribution, Trucking and  
Storage Facilities

56,000 SQ. FT. FLOOR SPACE  
Contract Operators for All Rail Lines



## 25 MOTOR FREIGHT LINES

with overnight service within a radius  
of 100 miles

• Twenty-five motor freight lines operating from our terminal provide daily service to all points in Mason City's distribution area, thus enabling us to offer exceptional service—especially pool car distribution service—throughout the territory we serve.

• Complete rail service by all lines serving Mason City and their connections—Interchange rail to truck, or truck to rail, under one roof.

• Modern reinforced concrete and steel fireproof building especially built for warehouse purposes and ideally located to serve all Northern Iowa and Southern Minnesota territory.

**MASON CITY WAREHOUSE CORPORATION**

MASON CITY, IOWA

### WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## DODGE CITY, KANSAS



**THE DODGE CITY WAREHOUSE CO.**  
JOHN PRESSNEY, Owner and Mgr.  
500 TRAIL ST.  
MERCANDISE — HOUSEHOLD  
GOODS and COLD STORAGE  
Distribute Pool Cars, Ship via RI or  
Santa Fe Rys.  
Member AWAM—Kas MTA

## EMPORIA, KANSAS

EVERY MODERN  
FACILITY

**BAILEY'S**

NEW

**FIREPROOF STORAGE**

MERCANDISE — FURNITURE — COLD STORAGE  
FIRE INSURANCE RATE 13c PER 100 PER YEAR  
Private Siding — Free Switching — Sprinklered

## HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

**CODY**

## Transfer &amp; Storage Co.

Fireproof Warehouse—Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

## KANSAS CITY, KANSAS

**INTER-STATE  
TRANSFER AND STORAGE COMPANY****FIREPROOF WAREHOUSE**

## 18th &amp; MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding

Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor

Telephone Dr. 3420

## TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

**TOPEKA TRANSFER and STORAGE Co., Inc.**

Established 1880

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, C.R.I. & P., U.P. and M.P.  
Member of American Chain of Warehouses

## WICHITA, KANSAS

*A Modern Distribution and  
Warehousing Service***Brokers Office & Warehouse Co.**Murray E. Cuykendall, Gen. Mgr.  
Member of American Chain of Warehouses

## WICHITA, KANSAS



Write or Wire

**Cassell**  
TRANSFER & STORAGE CO.  
WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

## WICHITA, KANSAS



*is too bad you had no Lux getting Rich's picture in the June issue." Yes, E. Richard-*

## LEXINGTON, KY.

**THE UNION****TRANSFER and STORAGE  
COMPANY, Inc.****THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

## LOUISVILLE, KY.

**Most Centrally Located Warehouse and  
Motor Truck Terminal in Louisville**

Our  
Service  
Is Our  
Sales  
Force

With a trained personnel and modern facilities  
for rendering efficient distribution service.  
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

**KENTUCKY TERMINAL WAREHOUSE COMPANY**  
1101 West Kentucky St. Louisville, Ky.

## LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES

\$750,000 CAPITAL

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mds. — H. H. Goods

**Great Lakes Terminal  
Increases Income**

FOR the year ended April 30, 1937, the gross income of Great Lakes Terminal Warehouse Co., Toledo, Ohio, is understood to have been approximately \$240,000, as against \$184,000 for the year ended April 30, 1936. Net income before depreciation showed an increase of about 66 per cent, rising from \$31,000 to \$50,000. Net income after depreciation rose even more sharply, to \$24,000 for the last fiscal year compared with \$6,000 in the prior year.

As of April 30, 1937, current assets aggregated approximately \$200,000, including an investment of \$25,000 in U. S. Government bonds. Liabilities totaled about \$27,700 indicating net current assets, in the equivalent of \$1.70 per share of common stock.

Although the company's chief revenues, are received from the rail shipping which it handles, income is also derived from the manufacture and sale of ice.

**POSITION WANTED**

A successful warehouse executive desires to change, having a background of 16 years' experience, 11 years with one organization. Wants to make connection that affords an opportunity and possibilities for the future.

Have exceptional record as manager of one of the largest warehouse organizations, personal contacts with national accounts, and a proven record for producing business in volume. Experience covers all phases of the industry.

Will accept position anywhere in the United States or Canada.

Address Box A-842, care of **Distribution and Warehousing**, 249 West 39th Street, New York City.

## LOUISVILLE, KY.

## LAMPPIN WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square feet, Mill Construction, Sprinklered, private siding P.R.R. Distribution of pool cars.

## LOUISVILLE, KY.

### Ninth Street Public Warehouse

Warehousing in all its branches

Sprinklered Buildings—Most Centrally Located with Rail and Truck Sidings. I. C. Railroad.

MAIN AT NINTH

## ALEXANDRIA, LA.

### ALEXANDRIA IN THE HEART OF LOUISIANA

Bonded Brick &amp; Concrete Warehouse, Storing, Packing, Pool Car Distribution. Agents Aero Mayflower Transit Co. Private Sidings L.A.S., P.R.R. Ry.



### Carnahan's Transfer & Storage

Member of A.W.A.—May W.A.—S.W.A.

## NEW ORLEANS, LA.

R. W. DIETRICH, President

### Importers' Bonded Warehouse

(Member of A.W.A.)

and

### Bienville Warehouses Corporation, Inc.

(Member of A.C.W.)

Office, 340 Bienville St.

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory. 200,000 square feet of storage space with track room for 20 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

New York Representative  
MR. J. W. TERREPORTER  
250 Park Avenue  
Telephone: Plaza 5-1235

Chicago Representative  
MR. W. H. EDDY  
53 W. Jackson Blvd.  
Telephone: Harrison 1494

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

## Commercial Terminal Warehouse Company

INCORPORATED

### Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS LOUISIANA

son, general traffic manager of Lever Bros., is the man referred to and you will find

## NEW ORLEANS, LA.

### Douglas Shipside Storage & Douglas Public Service Corps.



New Orleans, La.  
Sprinklered storage—1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity—60 cars.  
Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 55 trucks.  
Insurance Rates 12c to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## NEW ORLEANS, LA.

### NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River—Shipside connection.  
Electrical unloading and piling devices provided to eliminate damage in handling.  
Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.  
New Orleans, La.

## NEW ORLEANS, LA.

## PELICAN STORAGE & TRANSFER

201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.  
Low Insurance . . . Switch Track Facilities  
Motor Freight Terminal . . . Fumigation

## NEW ORLEANS, LA.

### Shipside Storage Company, Inc.

#### Commodity Warehouses

Mississippi River at St. Maurice Avenue Wharf

State Bonded

Low Insurance

Storage and Distribution in all its phases.

## NEW ORLEANS, LA.

### Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.

Represented by

Associated Warehouses, Inc.

CHICAGO Clyde Phelps — NEW YORK Douglas Miller

Franklin 6263 — Murray Hill 2-7645

Complete Warehousing Service



## SHREVEPORT, LA.

### Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet; private siding on K.C.S. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

ATTENTION  
DISTRIBUTORS

D and W is edited for you. Follow the ever-changing trends in distribution. Tell us what you like editorially and what you don't like.

## BANGOR, MAINE

*Agents for Allied Van Lines, Inc.*

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875      Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private siding  
Member  
American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousesmen's Association

## PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs  
Modern, fireproof construction  
Sprinkler system protection  
Insurance rate 16½c  
Free switching with all railroads  
Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags  
Warehouse space for rent, office or desk room



## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Thomas H. Vickery,  
Pres.E. E. Bachmann,  
Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR  
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

Main Office: 400 Key Highway      Established 1898  
Branch Offices: N. Y., Wash., Phila., Norfolk**DAVIDSON****TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 30 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily  
"U. S. Customs Bonded Drawman"  
Member of N.F.W.A.—A.V.L.—Md.F.W.A.

his likeness elsewhere in this issue. #11 is Douglas Miller, eastern manager of the

## BALTIMORE, MD.

**FIDELITY****STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served  
All Collections Promptly Remitted**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise  
Maryland Furniture Warehousesmen's Association  
National Furniture Warehousesmen's Association

**Baltimore's Modern Fireproof Warehouse**

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

## BALTIMORE, MD.

**McCORMICK****WAREHOUSE COMPANY****LIGHT AND BARRY  
STREETS****BALTIMORE, MD.**

Concrete sprinklered warehouse centrally located  
Private siding handling CL shipments via B&O,  
WM R.R. and PENN R.R. Low storage and  
insurance rates. Negotiable receipts issued.  
Pool car distribution. Motor truck service.  
Baltimore Port rates on CL via M & M T Co.  
from New England.

## BALTIMORE, MD.

First Class Facilities for First Class Service

**RUKERT TERMINALS CORPORATION**  
1409-17 THAMES STREET      BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

## BALTIMORE, MD.

## \* AN ASSOCIATED

**Terminal Warehouse Co.**Operating four Modern Warehouses on tracks of  
Pennsylvania Railroad Company.

Trucking      Storage  
Pool Car Distribution      Bonded Space  
Financing



Founded  
1893

Resources  
\$750,000

ATTENTION  
WAREHOUSEMEN

Isn't it logical that your  
ads should be read by your  
prospects rather than other  
warehousemen? That's why D and  
W is now edited for your prospects.  
More than 7,000 of them read it.

## The Railroads' Amazing New Advance

(Continued from page 11)

not be sent that far, as, for instance, fresh berries for breakfast or dinner after these had traveled 1,200 miles but unloaded as fresh and delicious as if just picked. Then, too, there are the grapefruit and oranges, eggs, meat and green vegetables, all of which are nowadays demanded by our people as absolute necessities. These and a hundred other products the shipper can get to his ultimate consumer in good condition in short time and at reasonable rates.

It is amazing how many advancements in railroading have been accomplished during the recent hard times. steadily the railroads have forged ahead—improving their roadbeds, laying heavier tracks, developing better brakes and more powerful engines, and doing all within their power to give better and better service.

The railroads of this country may be grouped, from the point of view of traffic operation, into territories which in a measure conform to the usual geographical grouping (Eastern, Southern, and Western, and the minor territorial divisions of these broad groups), but which are distinguished chiefly by the territorial differences affecting traffic operation. Professor Leslie Aulls Bryan, in his splendid book, *Industrial Traffic Management*, groups the railroads of the country in the following order:

1. The New England Roads, which occupy the New England States.
2. The Trunk Lines, extending from New York, Philadelphia and Baltimore to Chicago and St. Paul.
3. The Anthracite Roads, extending from the anthracite coal fields to tidewater.
4. The Pocahontas Roads, running from the soft coal fields east and west.
5. The Granger Lines, which extend primarily from Chicago west and northwest.
6. The Southern Roads, covering the southeastern section of the country.
7. The Southwestern Roads, radiating southwest from Chicago and St. Louis.
8. The Transcontinental Roads, running from the various central western points to the Pacific Coast.

When one considers that the major commerce of this continent requires, every day, more than 100,000 railroad cars of many types, available for loading wherever and whenever freight is ready to move, one begins to appreciate the important function the rail lines exert in the transportation of merchandise, manufactured products, raw materials, perishable fruits and vegetables, livestock, fresh meats and fish, to mention but a few. And the railroads meet this vast and varied demand so smoothly that shippers merely take it for granted that the cars will be on hand at any one of the million loading points on this continent where a shipper is privileged to load a car of freight.

While the average speed of freight trains has been greatly improved as we have seen, so also has the service been made more complete through the widespread introduction of many new features and services to aid the shipper, whether of carload lots or l.c.l.

As a result of years of patient research and development on the part of railroads, the shipper of today enjoys a free flow of commerce through the effective coordination of the freight transportation service of all the railroads. All this development and improvement has been ably summed up by L. A. Downs, president of the Illinois Central System. Speaking before the Railroad Forum of the 25th Annual Convention of the Investment Bankers Assn. of America at Augusta,

**Associated Warehouses, Inc., who in spite of the swell Scotch ties he is purported to**

BOSTON, MASS.

## BANKERS

### WAREHOUSE COMPANY

General Offices: 24-32 Farnsworth Street

#### GENERAL MERCHANDISE

Free and Bonded Storage  
N. Y., N. H. & H. Private Siding

Pool Car Distribution  
Member Mass. W. A.

BOSTON, MASS.

## SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containera.

**T.G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON**  
ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.—Mass. F. W. A.—A.V.L.—Can. W. A.

BOSTON, MASS.

## CLARK-REID Co., INC.

GEO. E. MARTIN, President

### GREATER BOSTON SERVICE HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

## CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

#### Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By  
A.D.T. Service

Member  
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St.

BOSTON, MASS.

## FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service  
William F. Heaver, President and General Manager  
Member American Warehousemen's Assn.

**MASSACHUSETTS****DIRECTORY OF WAREHOUSES**

D and W, July, 1917

**BOSTON, MASS.**

CHARLES RIVER STORES      ALCYON TERMINAL STORES  
131 Beverly Street      157 Kneeland Street  
Boston and Maine R. R.      Boston and Albany R. R.  
FRANCIS FITZ WAREHOUSE, 30 Pittsburgh Street, N. Y., N. H. and H. R. R.  
DIVISIONS OF  
**FITZ WAREHOUSE**  
AND  
**DISTRIBUTING CO.**  
**GENERAL MERCHANDISE STORAGE**  
**Free and Bonded Space**      **Pool Car Service**  
Successors to  
FRANCIS FITZ CO. AND THE GENERAL  
STORAGE DIVISION OF QUINCY MARKET  
COLD STORAGE AND WAREHOUSE CO.  
Rail and Motor Truck Delivers to All Points in New England  
Represented by  
NEW YORK      ALLIED DISTRIBUTION INC.      CHICAGO  
11 WEST 42ND ST. PENN. 6-0968      1525 NEWBERRY AVE., MON. 5531

**BOSTON, MASS.**

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.  
**FREE AND BONDED STORAGE**  
Direct Track Connection B. & M. R. R.  
Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

**BOSTON, MASS.****MERCHANTS WAREHOUSE CO.**

FISKE WHARF STORES  
453 Commercial St.      Boston      CAPitol 7760  
**STORAGE**  
32 Separate Fireproof Stores.  
140,000 sq. ft. Free and Bonded Space.  
**DISTRIBUTION**  
Private Sliding—Union Freight R.R.  
Flat Boston Freight Rates Apply.  
**RESPONSIBILITY**  
Property Owned—No Encumbrance.  
**A.W.A.**      **M.W.A.**  
American Chain of Warehouses, Inc.      53 W. Jackson Blvd., Chicago  
250 Park Ave., N. Y. C.

**BOSTON, MASS.****WIGGIN TERMINALS, Inc.**

50 Terminal St.      Boston (29)      Mass.  
**STORAGE**  
B. & M. R. R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R. R.  
E. Street Stores  
South Boston

**BOSTON, MASS.**

Established 1830  
**D. S. WOODBERRY CO.**  
P. O. Box 57, North Postal Station, Boston  
**FORWARDERS & STORAGE**  
Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding

**FALL RIVER, MASS.**

**BOSTON, MASS.**  
**NEW BEDFORD, MASS.**  
**PROVIDENCE, R. I.**  
**NEWPORT, R. I.**  
Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**  
Gen. Offices: Fall River, Mass.  
Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking

**FALL RIVER, MASS.**

**NEW BEDFORD, MASS.**  
**WATUPPA, MASS.**

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

**NEW BEDFORD, MASS.****600,000 Sq.Ft. FLOOR SPACE**

MODERN BUILDINGS COMBINED  
WITH A COMPLETE SERVICE FOR  
THE STORAGE AND DISTRIBUTION  
OF GENERAL MERCHANDISE.

**STORAGE AND INDUSTRIAL SPACE  
FOR RENT OR LEASE**

Furniture Storage, Packing & Shipping

**NEW BEDFORD STORAGE WAREHOUSE CO.**  
MAIN OFFICE — 152 FRONT STREET

**PITTSFIELD, MASS.**

**T. ROBERTS & SONS, INC.**  
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

**DIRECT R.R. SIDING**      **B. & A. R.R. OR ANY R.R.**

Ga., last December, Mr. Downs closed his address with the following words:

"The railroads are coming out of the depression with a new reputation. Up and down and across the country their service improvements are being acclaimed as achievements of an alert, progressive industry. . . . They have come forward in service, they have come forward in their methods of maintenance and operation, and they have come forward in public prestige and popular esteem."

**Providence and New Bedford  
Ship Lines to Stop**

The New York, New Haven & Hartford Railroad has been given permission to discontinue service on the Providence Line and on the New Bedford Line operating between these cities and New York. Freight customarily moving over these lines will continue to be delivered and received at Pier 14 North River and other arrangements will be made for its movement to destination.

**Hundredweight Basis Adopted  
by N. J. Warehousemen**

At its May meeting, the New Jersey Furniture Warehousemen's Assn. went on record as approving the movement for a tariff in excess of 100 miles on the hundredweight basis.

The meeting was informed that a bill in Congress would amend the I.C.C. Motor Carrier Act to include freight forwarders and that since the new safety regulations would go into effect July 1, the members should be prepared for same as they will be enforced.

own, wears a collegiate striped tie in the picture we publish of him in this issue.

## SPRINGFIELD, MASS.

## Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member  
A. W. A.  
M. W. A.

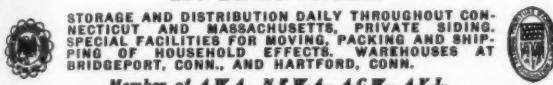
Daily Trucking Service to  
suburbs and towns within  
a radius of fifty miles.

## SPRINGFIELD, MASS.

E. G. Mooney, Pres. R. C. Reardon, Mgr.

## Hartford Despatch and Warehouse Co.

214 Birnie Avenue



Member of A.W.A., N.F.W.A., A.C.W., A.F.L.

## DETROIT, MICH.



## Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

## Michigan Terminal Warehouse

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

## Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828  
Chicago, Ill.—35 W. Jackson Blvd.—Room 1010

## DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

## COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

## DETROIT, MICH.



GRAND TRUNK RAILWAY TERMINAL  
& COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

## Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking  
Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways  
"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

## DETROIT, MICH.

## HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

### GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—  
Specialized Personal Service—We own and operate our own  
fleet of motor trucks—Distribution.

## DETROIT, MICH.

## John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

Some of you boys described him as a go-getter and tell us that his competitors will soon

## DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**  
Detroit 1900 E. Jefferson Ave. Michigan  
**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

## DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 49 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**



Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office  
**2937 East Grand Boulevard**  
Telephone Trinity 2-8222

## DETROIT, MICH.

*Completely  
Servicing*  
**GREATER  
DETROIT**  
United States Warehouse Company  
1448 WABASH AVE.

United States Cold Storage Corp.  
Chicago -- Dallas -- Detroit -- Kansas City.

UNITED STATES  
COLD STORAGE  
CORPORATION

## DETROIT, MICH.

"Located Heart Jobbing District"

**RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A. — N. F. W. A.

## DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACAGE

## GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE

**COLUMBIAN STORAGE & TRANSFER CO.**

Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST., PENN 6-0966 1525 NEWBERRY AVE., MONS3H

## LANSING, MICH.

"Center of Michigan"

**FIREPROOF STORAGE CO.**

H. H. HARDY, Manager

SERVICE — SAFETY — SATISFACTION — GUARANTEED

MOVE — PACK — CRATE — TRANSFER

FIREPROOF WAREHOUSE — PRIVATE SIDING

Merchandise Storage — Pool Car Distribution

Member of A. W. A.

## LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG — TRUNK — SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



## SAGINAW, MICH.

**BRANCH HOUSE SERVICE**

... AT WAREHOUSE COST

• It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

• Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

• Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.**

1840 No. Michigan Avenue  
SAGINAW, MICHIGAN

*sit up and take notice when news of a recent accomplishment finally breaks. #12 is*

## Traffic Management

(Continued from page 13)

mitted a young man in the organization, who had made a study of traffic activities, to take charge temporarily of the company's traffic, merely as an experiment. His first suggestion was that the design of a large band saw and frame be changed. This saw, though not very heavy, was of a size and shape that could not be loaded into a box car, the door of the car not being large enough to admit it. It therefore had to travel on a flat car at a greatly increased rate and at a minimum weight greatly above its actual weight. The new design permitted its being loaded into a box car. On one shipment of these saws (forty in number) the company saved more than \$6,000. In another company, in Indiana, following newly adopted traffic administration, the head of that department planned a new idea of pooling l. c. l. shipments, and saved large sums for his firm and for customers. Still another company, this one in Ohio, through efficient traffic management has been able to reduce its freight item from 4 per cent of its gross sales to less than 2 per cent. A Wisconsin manufacturer during the first year after inaugurating a traffic department was saved \$27,000. This was steadily increased to reach a sum close to \$50,000.

In using the term "traffic administration" here, a distinction is made between traffic management and a traffic department with the responsibilities of the latter often shared by an assortment of foster parents. A traffic department is of course necessary, but the emphasis here is being placed on the advisability of intelligent management of that department, with the responsibility resting in one executive, trained and experienced in the work.

The yardstick to be used in measuring the need of centralized traffic administration is not merely the capitalization of a concern, or the number of employees on the payroll, or even the number of shipments or the tonnage handled. Rather should the decision be made on the need of furthering efficiency within the organization by gathering together the various loose ends of traffic functions and placing them under the jurisdiction of one executive to be held responsible for their execution.

There may be, however, a combination of various conditions that might influence the determination to form a traffic department,—the general nature of the business, as well as the nature of the tonnage and the general direction of the bulk of its flow, in-bound, out-bound, or both. A coal mine, for example, has comparatively little in-bound traffic while the out-bound is in trainloads. A shipyard, on the other hand, is concerned with in-bound traffic in the form of supplies and materials that enter into the construction of a vessel, which after leaving the ways will generally go to its destination under its own power. The manufacturing plant, unlike either of these, may be concerned with an in-bound traffic of raw materials and the out-bound traffic of finished products.

The traffic manager, like the executive of any other industrial department, should be chosen for his understanding of the problems peculiar to his department and for his ability to work them out to a solution. The intricacies surrounding the moving of merchandise are so numerous and varied, so interspersed with legal technicalities and obligations that it demands a clear thinking person, one who is keen, tactful, and shrewd, to grasp and grapple with the vexing problems that arise.

**W. W. Barnes, manager of traffic of the Beech-Nut Packing Company, who looks none**

## MANKATO, MINN.

## BEN DEIKE

## Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 402-404 Pike St.

Merchandise and Household Goods — Bonded Warehouses  
Long Distance Truck Service—Your Goods Insured in Transit

## MINNEAPOLIS, MINN.

## ANCHOR WAREHOUSE, Inc.

## BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale  
and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited

730-740-750

Washington Ave., North

## MINNEAPOLIS, MINN.

# KEDNEY

## WAREHOUSE COMPANY

Complete Distribution Service

## MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

## ST. PAUL

8th &amp; Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



## ST. PAUL, MINN.

## MINNEAPOLIS, MINN.

# The Northwestern

## TERMINAL

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES  
OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

## MINNEAPOLIS, MINN.

## MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
Bonded—Fireproof—Milwaukee, Minneapolis, and St.

Louis. Trucks available for pick up and delivery service.

## UNITED WAREHOUSES, INC.

708 South Third St. Minneapolis, Minn.

## ROCHESTER, MINN.

903 6th St., N. W. Phone 5336  
**CAREY TRANSFER & STORAGE**  
 Bonded Warehousemen  
 Complete Warehouse Facilities for Storage & Distribution  
 MERCHANTS  
 Experienced Organization and Equipment for  
 MOVING, PACKING AND STORING  
 HOUSEHOLD GOODS  
 Modern Buildings, Private Siding OGWR Co.  
 MOTOR TRUCK SERVICE  
 Assoc. Minn. WWA—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

# CENTRAL

MEANS-IN-THE-CENTER



Represented by  
 DISTRIBUTION  
 SERVICE, INC.

219 E. N. Water St.  
 CHICAGO  
 Phone: Superior 7180

100 Broad St.  
 NEW YORK CITY  
 Phone:  
 Bowling Green 9-0986

825 Third St.  
 SAN FRANCISCO  
 Phone: Sutter 3401



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office . . . where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

## CENTRAL-WAREHOUSE-COMPANY

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nestor 2831

## ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.

Special attention given household effects of your officials and employees moved from or to St. Paul.

HOUSEHOLD GOODS STORAGE MERCHANTISE STORAGE

Complete Branch House Service

**FIDELITY STORAGE and TRANSFER CO.**  
 Office 126 E. 4th St.

St. Paul, Minn.

## JACKSON, MISS.



## RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANTISE

Experienced Organization and Equipment for  
 MOVING, PACKING AND STORING  
 HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.,  
 Low Insurance Rate

MOTOR TRUCK SERVICE

## VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

## Z. B. SCHWARZ & COMPANY

THE WAREHOUSE WITH A BONDED REPUTATION

FOR QUALITY SERVICE

Centrally Located to Serve both Louisiana and Mississippi

MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT.

PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

*the worse for his mishap in his photograph which is also published this month. Among*

## JEFFERSON CITY, MO.

## TRANSPORTATION WAREHOUSING

### Commerce Cartage Co.

Central Missouri's Only Fireproof Warehouse  
 MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of N.F.W.A.—Mo.W.A.

## JOPLIN, MO.

## SUNFLOWER LINES, INC.

Successor to Tennesse Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
 Fireproof warehouses—Motor van service  
 On railroad siding—Lowest Insurance rates  
 PACKING-STORAGE-SHIPPING

## KANSAS CITY, MO.

## In Kansas City

### A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

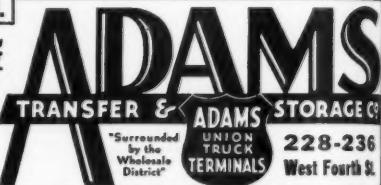
Three Fireproof  
 Constructed Warehouses

Agents  
 Allied Van Lines, Inc.

## KANSAS CITY, MO.

Merchandise Storage Low  
 Insurance Rates • Pool Car  
 Distribution • Freight Forwarders and Distributors  
 via rail or daily motor service  
 to entire Southwest.

MEMBER OF  
 American Chain of Warehouses  
 American Warehousemen's Association • Traffic Club  
 Chamber of Commerce



This traffic manager should not only have a thorough knowledge of transportation lines, their facilities, rates, routes, their schedules, and be familiar with important legal angles pertaining to transportation, but he must have a working knowledge of commercial geography and distribution in its varied ramifications, including warehousing. Should his firm's product have a foreign market, he must be familiar with trade customs throughout the world. In addition to this, it will be helpful if he is a student of economics and has intimate knowledge of manufacturing processes and costs.

As in other lines of endeavor, the efficiency of a traffic manager is dependent largely upon his practical experience as a supplement to technical knowledge he may have obtained through study. Many valuable traffic managers have risen from the bottom, having acquired all the knowledge they now possess through actual experience and hard knocks. However, the technical details of the work may be learned in schools teaching this branch of business administration, but the practical experience and contacts with carriers must be obtained through actual work.

It can be seen that much may be expected from a traffic manager, but in order to get the most out of a traffic department, its difficulties and problems must be appreciated by the other executives of the organization, and full co-operation must be given it. Being placed on a par with his brother executives, the traffic manager must be made to feel free to consult at any time with the heads of other departments, particularly the sales and production departments, regarding any problem that may arise. Waste in the movement of in-coming materials or out-going products cannot be fully eliminated unless all departments are at least willing to give their whole-hearted support.

KANSAS CITY, MO.

50TH YEAR

**CENTRAL STORAGE CO.**

Efficient, Complete Merchandise Warehousing Service  
 Office—1422 ST. LOUIS AVE.  
 (West 10th Street)  
 In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"  
 LOWEST INSURANCE RATES  
 BEST RAILROAD FACILITIES  
 IN THE HEART OF THE FREIGHT  
 HOUSE AND WHOLESALE DISTRICT

Operating  
 Brokers' Warehouse, Security Warehouse, Terminal  
 Warehouse

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

**W. E. Murray Transfer & Storage Co.**

Pool car distribution - Financing of Stocks  
 Modern Fireproof buildings on switch track  
 Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations  
 Main Office: 2019 Grand Avenue See listing for details  
 Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY TRANSFER & WAREHOUSE CO.**

1400-10 ST. LOUIS AVENUE

**2 WAREHOUSES**

Merchandise Storage  
 Cartage  
 Peel Car Distribution  
 Office Space  
 State Bonded  
 Sprinklered—ADT Alarm  
 Track connections all railroads  
 in the heart of the Freight House and Wholesale District

KANSAS CITY, MO.

MEMBER: A.W.A.—MIDW.—K.C.W.A.

**RADIAL WAREHOUSE COMPANY**

Every facility for efficient warehousing and  
 distribution of merchandise  
 Track and Truck connections to all points with  
 Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**

1015-19 Mulberry St.

Merchandise Storage—Drayage—  
 Pool Car Distribution

Private sidings U.P. and C.B.&amp;Q. Rys.

KANSAS CITY, MO.



KANSAS CITY, MO.

RIGHT IN THE MIDST OF BUSINESS—  
 EVERYTHING YOU NEED IN KANSAS CITY  
 BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION  
 Trucking Connections To All Points with FREE Pickup and Delivery.

**WALNUT STORAGE**  
 2020-26 WALNUT ST.  
 Represented by Associated Warehouses

ST. JOSEPH, MO.

BONDED AND FREE

**TERMINAL WAREHOUSES, Inc.**

MERCHANDISE AND COLD STORAGE

LOW INSURANCE

MONEY ADVANCED ON STAPLE COMMODITIES

SEE DIRECTORY PAGE 187

ST. LOUIS, MO.

•  
 COLUMBIA  
 TERMINALS  
 COMPANY  
 400 South Broadway  
 •

**\$3,000,000.00**  
 INVESTED . . . . TO SERVE YOU

Merchandise storage with low insurance,  
 and guaranteed responsibility. Modern  
 Buildings. Large Fleet of up-to-date  
 trucks and trailers.

# COMPLETE

• A one-word description of our  
 service, which includes not only every  
 phase of modern warehousing and  
 distribution, but even an information  
 bureau, maintained to furnish data  
 on territorial as well as local market  
 conditions and distribution problems.

**S. N. LONG WAREHOUSE**  
 ST. LOUIS, MO.



ST. LOUIS, MO.

**RUTGER STREET  
 WAREHOUSE, INC.**  
 MAIN & RUTGER STS.

200,000 Sq. Feet of Service  
 BONDEDMerchandise Storage and  
 Distribution.Track Connections with All  
 Rail and River Lines.No Cartage Expense on In  
 or Outbound L.C.L.  
 Shipments.

Low Insurance.

ATTENTION  
 DISTRIBUTORS

HAVE YOU NOMINATED A  
 WAREHOUSE EXECUTIVE  
 FOR IDENTIFICATION?

Read the Bottom Line

other statements made by you fellows in identifying him is one which gives a boost to

## ST. LOUIS, MO.

*Most modern warehouse set-up in St. Louis*

Lowest Insurance Rates Twenty-five acres of space Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines. Covered railroad docks, capacity 100 cars daily. Spacious truck docks facing wide streets to speed up service locally and beyond. State and U. S. Custom bonded. Twenty floors office space in connection. Our prices comparable with other warehouses in this territory. Storage available on lease or tariff basis.

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

*in St. Louis—Use the***ST. LOUIS TERMINAL WAREHOUSE COMPANY**

SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof

American Warehousemen's Assn., Midas. Div.  
Member of St. Louis Merchandise Warehousemen's Assn.  
Midwest Warehouse and Transfermen's Assn.  
American Chain of Warehouses, Incorporated

GENERAL OFFICES  
800 Clark Avenue  
St. Louis, Mo.Chicago Office  
53 W. Jackson  
Hartman 1296New York Office  
230 Park Avenue  
Plaza 3-1235

Our  
Warehouses  
protected by  
ADT burglar  
and fire protection.

## SPRINGFIELD, MO.

**Finkbiner Transfer & Storage Co.**

Every facility for efficient warehousing and distribution of merchandise

Track and Truck connections to all points with Free pickup and delivery service

Members A.W.A. Low Insurance Rates

ATTENTION  
WAREHOUSEMEN

"The discontinuation of advertising just because business conditions are improving is like reducing the rations of a soldier because he has won the first skirmish preparatory to the real battle. It is like taking your foot off the accelerator after driving a short distance toward the summit of a steep grade."

John Simon

his products as follows: "The slogan of Barnes' products is 'you can't mistake the

## HASTINGS, NEBR.



1876 **Borley Storage & Transfer Co., Inc.**  
1937

Pool Car Distribution

FIREPROOF BONDED  
FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE

## LINCOLN, NEBR.

100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 8th Street

35,000 Sq. Feet  
Grand Island, Nebraska  
311 W. 4th Street

**SULLIVANS**

1889 48 Years of Continuous Service 1937

Merchandise and Household Storage—Pool Car Distribution  
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. &amp; Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**Transfer & Storage Co. Grand Island Storage Co.  
Lincoln, Nebr. Grand Island, Nebr.

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction, 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**

Represented by the American Chain of Warehouses,  
New York City and Chicago, Ill.  
Member of A. W. A.

## OMAHA, NEB.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE... 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

## OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

**FORD BROS**  
Van & Storage Co.

## OMAHA, NEB.

**GORDON**  
Storage  
Warehouses, Inc.  
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.



## NEW JERSEY

## DIRECTORY OF WAREHOUSES

D and W, July, 1912

## NEWARK, N. J.

PACKING!

MEMBER: N.J.F.W.A. and N.F.W.A.  
MOVING! STORAGE!

dependable since 1860

## • KNICKERBOCKER •

## STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET  
Wm. R. Mulligan, Pres. James E. Mulligan, Secy and Mgr.

## NEWARK, N. J.

Lehigh Warehouse &  
Transportation Co., Inc.

98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise.

Lehigh Valley Railroad siding.

We operate our own fleet of Motor  
Trucks making store door  
delivery within a radius  
of 30 miles.

## NEWARK, N. J.

## Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

## POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

## NEW BRUNSWICK, N. J.

Member N.J.F.W.A. and N.F.W.A.

## SISSE BROS., Inc.

New Fireproof Storage Warehouses

General Offices: 25 LIVINGSTON AVE.

Somerville, N. J. Plainfield, N. J. New York City  
128-138 E. Main St. 15 Grove St. 30 Dry St.

New Jersey's Largest Moving and Distribution Specialists

## PATERSON, N. J.

## COMMERCIAL WAREHOUSES, INC.

WAREHOUSING &amp; DISTRIBUTING

Grove St. &amp; Erie R. R. Paterson, N. J.

FOUR INSULATED STEEL BUILDINGS

A.D.T. Fire and Watchman Service—Lowest Insurance  
Rates—Private R.R. Siding—Pool Car Distribution

## TRENTON, N. J.

MANNING'S WAREHOUSE  
CORPORATIONFIREPROOF STORAGE  
Offices: 28 Bank St.Household Goods Storage, Packing and Shipping,  
General Merchandise Storage and Distribution, Pool  
Cars Distributed  
Ship via Pa. R.R. or Reading R.R.

tor." You will recall that we skipped #13 last month because it is considered a hoodoo

## ALBUQUERQUE, N. M.

Center of Business District

Berger Terminal and  
Warehouse Company

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

## ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER,

H. E. DALTON

Pres. Secy. &amp; Trs.

## Shufflebarger Transfer &amp; Storage Co., Inc.

200 E. Central Ave.

Two Modern Brick Warehouses for the Storage and  
Distribution of Merchandise and Household Goods  
Distribution of Pool Cars. Transfer of Household Goods  
Members of AWAM—SWA

## ALBANY, N. Y.

Albany Terminal & Security  
Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member  
American Chain of Warehouses  
American Warehousemen's Association

of the ICC order of Feb. 2 prohibiting them from giving warehousing concessions to shippers at less than cost.

In a summarizing brief of arguments, The Warehousemen's Protective Committee asks dismissal of the carriers' injunction proceeding, to restrain the order of the ICC from becoming effective, on the grounds that the Commission had efficiently investigated complaints made by private warehousemen and had found sufficient cause for action.

Holding that the complaining warehouse companies are entitled to the protection of the Interstate Commerce Act, and that the principal purpose of that statute is suppression of unjust discrimination and undue prejudice, the brief states:

"We contend that the controlling issue and the issue of greatest importance is centered on the right of more than fifty reputable business concerns, engaged in the warehousing business in the Port of New York District, to obtain the full protective force of the Interstate Commerce Act and the Elkins Act and to be thereby relieved of the injurious effects of willful violations of those statutes by the plaintiffs."

Contradicting the argument of the railroads that the ICC did not say in its order what it meant by "cost of service," the warehousemen's brief contends that the carriers have failed to point out specific instances in which the Commission's cost of service findings are insufficient.

"The Central Railroad Company of New Jersey has clearly assigned error and argues a point that is worthy of consideration. The New York Central Railroad Company, and the Lehigh Valley Railroad Company have assigned immaterial errors in a manner that enables us to readily locate the Commission's findings which they Challenge," the brief contends.

"The Commission in two of its three reports made several findings of cost of service. Answering plaintiffs' (Concluded on page 65)

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237 MAIN STREET, HEMPSTEAD,  
L. I., N. Y.



## Ex Parte, 104

(Concluded from page 62)

contentions briefly we say that we have not discovered, and the plaintiffs have not pointed out, any finding of the Commission which fails to sufficiently inform plaintiffs of what is therein meant by 'cost.'

"Theories and hypotheses of cost of service may be debated ad libitum. It is incumbent upon the plaintiffs to make out their points through a complete exposition of error in the order and the specified underlying finding. They cannot shift an intolerable burden of proving the negative upon the defendants, thus compelling the defendants to pit each finding in the Commission's three reports again theoretical assault."

In another traverse, the warehousemen's association contends that the trunk lines failed to establish that through operation of the Commissions' orders they will be deprived of their property without due process of law, or that the orders will take their property without compensation. On the contrary, the brief charges, the railroads are seeking a license to continue to violate the civil and criminal provisions of the regulating statutes to destroy the business and impair the value of the property of the complaining warehouse companies.

The brief filed by John J. Hickey, for The Warehousemen's Protective Committee, was filed within the 20-day limit, fixed by Judge Harry B. Chase, at the hearing in New York, April 22. The brief of the Interstate Commerce Commission was also filed before the deadline of June 7. (George H. Manning, Jr.).

## Private Operation of N. Y. Free Trade Zone Held Up

The contemplated private operation of New York City's Foreign Trade Zone on Staten Island has been passed back for further discussion to the committee appointed by the Board of Estimate to work out details on this move. This came as a result of considerable opposition on the part of bonded warehouses in the Metropolitan area whose members had pointed out at hearings that bonded warehouses afforded ample space for the requirements of importers and also provided all of the operations permitted in the free port. The committee was also reminded that the warehouses are heavy taxpayers and that unless the inequitable arrangements contemplated under private operation were cancelled, legal action might be instituted.

The contract for private operation provided that the corporation shall begin with a capitalization of \$100,000, which would be increased to \$250,000 after 27 mos.

The city was required to set up an operating fund not exceeding \$130,000 a year to pay operating expenses within the zone. Organization expenses would be met by the corporation, which would also undertake to pay for foreign agents, the fees of its brokers and the salaries of its own personnel. Emergency construction requirements would be met by the city through a revolving fund of \$250,000.

The corporation would receive 30 per cent of the gross revenue of the zone up to \$300,000; 35 per cent of the next \$200,000, and 40 per cent of the gross in excess of \$500,000. The Foreign Trade Zone Operating Corporation submitted a bid on the contract through Benjamin A. Javits of 165 Broadway. Members of the corporation include Emile Ponchelet, C. A. Richards of 304 East Forty-fifth Street, and Cornelius A. Sullivan of 44 Whitehall Street.

The city's operating fund would function as a loan if the zone was successful. The city has the right to cancel the contract if, after the 6th year of operation, the net revenue of the corporation is less than \$125,000, or if the net revenue is less than \$175,000 in

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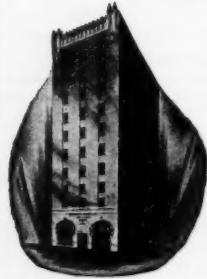
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*is publicity-shy and we have therefore agreed to name J. V. Waters without mentioning*

any year between the seventh and tenth; or if it is less than \$275,000 in any year between the eleventh and fifteenth; or less than \$400,000 in any year between the sixteenth and twentieth years.

If the gross revenue of the corporation equals \$300,000 in any 2 consecutive years during the first 5 years of the contract, the corporation may seek an optional compensation schedule. This schedule would provide that the city be paid \$100,000 annually in monthly installments, plus 10 per cent of all gross income over \$350,000 during the first five years of operation; \$150,000 annually to the city during the second five years of operation, plus 10 per cent of the gross over \$525,000, and \$200,000 annually to the city for the remainder of the contract, plus 10 per cent of the gross above \$700,000.

If the gross revenues of the company after reduction of its compensation are sufficient to meet operating expenses, the city is permitted to withdraw its operating fund. The city does not lease the property to the operating corporation, nor does it relinquish city supervision of the zone.

**WALTER C. GILBERT**

Walter C. Gilbert, founder and president of the Gilbert Storage Co., New York, and vice-president of the Bowling Green Storage and Van Co., died suddenly May 29 at his home at Carmel, N. Y., of a heart attack at the age of 69.

His widow, the former Estella Barrett, and two sons, Barrett C. and O. Rundle Gilbert, survive.

Like many other veterans of the storage and warehousing industry, Mr. Gilbert was very active in its affairs. He was twice president of the New York

Walter C. Gilbert



Furniture Warehousemen's Assn., and was a senior past-president of the New York Rotary Club. Mr. Gilbert was a 32nd degree Mason and a Shriner.

Mr. Gilbert started warehousing life in 1898 when he came to New York to take charge of a warehouse owned by his father-in-law. Two years later, he started "on his own" by renting the building. Then he purchased the accounts—and at the end of another 2 years he bought the building.

His son, Barrett C. Gilbert has been very active in the business as vice-president, manager and operating executive. Like his father, he has also been intimately connected with association activities in his industry. Last February he was elected one of the Eastern directors of the National Furniture Warehousemen's Assn. at its annual convention in Washington, D. C.

J. P. Meiners, formerly traffic manager for Crocker Transfer & Storage Co., Corpus Christi, Tex., is now connected with the J. H. Robinson Truck Lines, Inc., Corpus Christi, where he will have charge of the warehousing operations.

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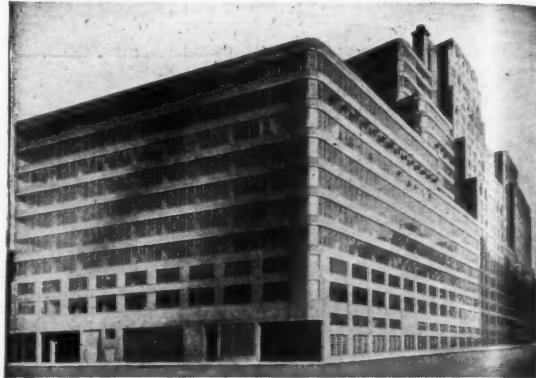
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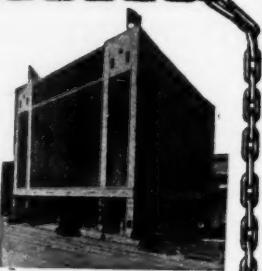
SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care  
MOVING — STORAGE — PACKING — SHIPPING  
Mdse. Storage Pool Cars Handled

Private Siding

## SYRACUSE, N. Y.

Get the Details  
of Our ServiceIncrease your sales by using our  
modern warehouse in the distribu-  
ting center of New York State.  
Motor-freight, daily store-door  
delivery covers the entire area.  
Write for complete information.Member AWA, ACW,  
MayWA

## Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

## SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE  
SINCE 1897Represented by  
Distribution Services, Inc.—New York—Chicago—San Francisco

## TROY, N. Y.

## Sperry Warehouses, Inc.

Troy, N. Y.

Now offers shippers within a 75 mile zone—in Albany—unusual warehouse and motor freight terminal facilities. 10 car N.Y.C. RR siding. Low insurance rate.

Hudson Motor Freight Service, Inc., operating daily service between Troy, Albany and New York City with terminals in New York City, Poughkeepsie and Troy, N. Y.

## UTICA, N. Y.

## BROAD STREET WAREHOUSE, INC.

Complete Warehousing

Service

General Merchandise — Cold Storage

Heated Storage

Private Siding and Motor Freight Terminal

Daily Trucking Service to all

Points in New York State

ber him while he was connected with the New York Central, National Biscuit Co.,

## UTICA, N. Y.

## Jones-Clark Trucking &amp; Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

## UTICA, N. Y.

## Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise  
Pool Car Shipments Long Distance Van Service  
Complete Branch Office Facilities

## MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.

Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

## UTICA, N. Y.

Established 1916

## Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton-Specializing in Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

## WHITE PLAINS, N. Y.

## J. H. EVANS &amp; SONS, INC.

Office &amp; Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping  
Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

## Pulp Again at Port Newark

THE Milos of the Norwegian-American Line, out of Helsingborg, Sweden, recently landed at Port Newark the first consignment of wood pulp and paper discharged at the port in 2 years. The occasion marked the beginning of regaining traffic which had gone to competitive ports.

Thorval Tonnesen of the steamship line and W. H. Connell, traffic manager of the Port of New York Authority, said this discharge of paper and wood pulp cargo was the forerunner of greater tonnage to be received here. They said if the cooperation of city officials, railroads and other agencies is continued there will be a steady increase in business and Newark will be the main port for such cargoes.

Connell said the Newark port is an integral part of the Port of New York and offers the best facilities for tramp steamers. A factor in increasing the importance of Port Newark, he said, was the agreement of the Interstate Commerce Commission and trunk lines establishing rates which equalize the port rates with other sections of Port of New York, including ports at Brooklyn, Manhattan and Staten Island. This, he said, will provide a more normal flow of traffic.

Connell predicted Port Newark will regain at least 25 per cent of wood pulp and paper traffic which for the last 2 years had been carried on at New York and Brooklyn ports.

The cargo of the Milos was picked up at Scan-  
(Continued on page 73)

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

**MERCHANDISE STORAGE**

Pool Car Distributors  
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.  
(BONDED)

1000-1008 West Morehead St. 20 Private Offices  
Private Branch Exchange Insurance Rate 25c  
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

## RALEIGH, N. C.

**CAROLINA STORAGE & DISTRIBUTING COMPANY**

**MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION**

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

## TARBORO, N. C.

**EDGECOMBE BONDED WAREHOUSE**  
TARBORO, N. C.

Largest Sprinklered Warehouses in  
Eastern North Carolina  
Insurance rate 29 $\frac{1}{2}$  cents  
Pool Car Shipments and Distribution Service—Trucking  
Facilities  
Located in the Most Prosperous Section of North Carolina

## WILMINGTON, N. C.

**Fireproof Warehouse**

**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street

Household Goods, Merchandise  
Long Distance Moving  
Pool Car Distribution  
Member N. F. W. A.

## FARGO, N. D.

**Union Storage & Transfer Co. Fargo, N. D.**  
**General Storage—Cold Storage—**  
**Household Goods**

Established 1906

Four warehouse units, total of 180,000 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates, spot stocks, pool car distribution, complete warehouse services. Ship in our cars for prompt and good service.

Office: No. 305-10 Northern Pacific Avenue

AWA—ACW—MWWA—NFWA

## GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

**KEDNEY WAREHOUSE CO.**  
**GENERAL STORAGE—MOVING**  
**HOUSEHOLD GOODS**

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

## AKRON, OHIO

**American Storage & Transfer Co.**

100 BEECH ST.

Merchandise Storage—Pool Car Distribution  
Private Siding B. & O. Ry.—L.C.L. B. & O.—Penn. Ry.—  
Erie Ry.

Member—Ohio Whsemen's Assoc.

## AKRON, OHIO

**Cotter-City View Storage Co.**

**Main Office: 70 CHERRY ST., AKRON, OHIO**

**150,000 SQ. FEET STORAGE SPACE**

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of  
**HOUSEHOLD GOODS and MERCHANDISE**

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

**LONG DISTANCE MOVING**

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of May. W. A.—O. A. C. H.—O. W. A.

## AKRON, OHIO

Agent for Allied Van Lines, Inc.

**The KNICKERBOCKER**

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long  
distance moving.

## CANTON, OHIO

MEMBER: A.C.W.—M.W.A.  
A.W.A.—O.F.A.A.—O.W.A.

**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

MEMBER

WAREHOUSEMEN'S  
ASSOCIATION

**merchandise, household  
goods cold storage**

U. S. Customs and Internal Revenue Bonded  
Warehouse No. 7

Pool cars distributed. Private sidings. Free switching  
on all roads. Separate fireproof warehouse for  
household goods. Modern equipment combined with  
speedy service.

New York City Representative:  
MR. J. W. TERREFORTE  
354 Park Avenue  
Telephone: Plaza 3-1235

Chicago Representative:  
MR. W. H. EDDY  
53 W. Jackson Blvd.  
Telephone: Harrison 1488

## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts. Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Special attention for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. Manager and Treasurer: FRED W. BERRY.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

and the Chicago and Northwestern Railway Co., and others have recalled the Montul

**OHIO****DIRECTORY OF WAREHOUSES**

D and W, July, 1937

**CINCINNATI, OHIO**

YOUR OWN BRANCH HOUSE  
—WITHOUT THE OVERHEAD



**Modern — Efficient — Responsible**

**EVERY DISTRIBUTION AND  
WAREHOUSING SERVICE  
KNOWN TO THE TRADE**

**CINCINNATI TERMINAL WAREHOUSES, INC.**  
U. S. General Bonded Warehouse Number 1  
Parkway 8070 Cincinnati, O.

**CINCINNATI, OHIO**

**LET US REDUCE YOUR DISTRIBUTION COSTS**



**CARLOAD, DISTRIBUTING, WAREHOUSING  
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment contracted for to meet your requirements.

Merchandise haulers—Pool car distributors  
Car Loading—Transferring

**The CINCINNATI TRANSFER Co.**  
Office and Warehouse, 739 W. 6th St.

**CINCINNATI, OHIO**

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum  
Merchandise Storage Penn. R.R. Siding  
Pool Cars Inter-City Truck Depot


**CINCINNATI, OHIO**

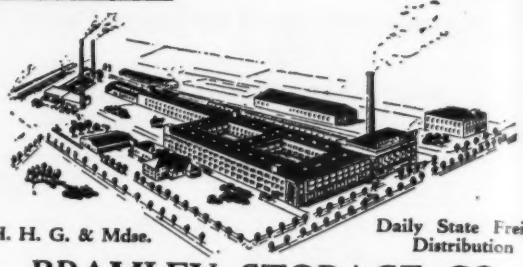
**MEMBER**  
**NAISH**  
**WAREHOUSEMEN'S  
ASSOCIATION**

**The "AI" Naish Moving and Storage Co.**  
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Ocean Liner Shipments to Oakley Sta. of B. & O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CIAVOW

*Warehouse Service which he operated prior to his present association with Bill Leet,*

**CLEVELAND, OHIO**


**H. H. G. & Mdse.**  
**Daily State Freight  
Distribution**

**BRAMLEY STORAGE CO.**  
A Storage House of Distinction  
Railroad Siding, Low Insurance Rates, Sprinkler System  
C.F.W.A. O.W.A.

**CLEVELAND, OHIO**

**BRITTEN TERMINAL Inc.**



**UNITED STATES CUSTOM BONDED**  
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Deck. Operate Own Truck Equipment. Pool Car Distribution.

**2775 PITTSBURGH AV.**  
Telephone PProspect 2970

**CLEVELAND, OHIO**


**Distribution Terminal  
Warehouse Company**  
Central Viaduct and West 14th St.  
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

**New Ultra-Modern Plant**

**Trunk Line Terminal Complete Service**

**Continent-wide Connections**

**CLEVELAND, OHIO**

**"A WAREHOUSE IS ONLY AS GOOD AS ITS PERSONNEL"**

To insure good service use

**THE GREELEY-GENERAL WAREHOUSE CO.**  
LOCATED IN THE NEW YORK CENTRAL FREIGHT TERMINAL  
AT BROADWAY AND E. 15th ST.

## CLEVELAND, OHIO

**LEADER TERMINALS**

... HAVE SOMETHING IN STORE for you . . .  
THREE GREAT WAREHOUSE LOCATIONS  
GENERAL OFFICE, 1531 W. 25th ST.

(Continued from page 70)

Scandinavian ports and is consigned for sections of New Jersey and other states.

Among those who welcomed the Milos were Robert A. Olsen, traffic manager of Newark Tidewater Terminal; Albert Blattmann of Pagel Horton & Co., importers, and C. S. Taylor and W. A. Mercurio of the Riegel Paper Corp.

**Seattle Port Development**

THE Northwest Shippers' Association has been organized at Seattle to undertake unification of promotion of markets and increasing of transportation facilities for surrounding industrial and agricultural interests as well as domestic and foreign rail and waterborne commerce through Seattle.

Col. W. C. Bickford, general manager of the Port of Seattle, has been elected president of the new organization. B. M. Patton, eastern manager of the port of Seattle, recently declared that the new group will undertake to secure for the port a considerable volume of traffic now moving through other Pacific Coast ports by the reason of the fact that Seattle lacks certain essential steamship services. To remedy this situation it is proposed to effect traffic accumulations that will induce steamship operators to make Seattle a regular port of call. One of the first objects of the new organizations will be to secure steamship facilities from Seattle to the Hawaiian Islands. Thousands of tons of agricultural products from Washington, Idaho and Montana are now being shipped by rail to San Francisco for movement to Hawaii. It is planned to develop movement of this traffic through the Seattle Gateway. Port development groups similar to the new Northwest Shippers' Association are being organized in a number of directions. C. S. Connelly was elected vice president and F. C. Ferre, secretary-treasurer of the Northwest Shippers' Association.

TRAFFIC on the three rivers in the Pittsburgh district increased 25 per cent in 1936 over the 1935 tonnage, the United States District Army Engineers' office there has reported. The total tonnage for 1936 was 39,733,020 as compared to 30,344,405 tons the previous year. The Monongahela River, one of the world's busiest waterways, carried 24,375,310 tons of freight during the year. The Ohio River in the Pittsburgh District accounted for 12,584,781 tons and the remaining 3,120,929 tons was carried on the Allegheny River.

THE Peoria municipal river-rail terminals handled 75,891 tons of revenue freight in 1936 and the city received in net revenue from the terminal \$11,383.65, officials of the terminal have reported.

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. W. C. Belt Line, connecting with all R.R. entering Cleveland; L. C. L.-Penn. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. B. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

## CLEVELAND, OHIO

A WAREHOUSE IN EACH MAJOR SECTION OF THE CITY GIVES



Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

**ADVANTAGES**

of special Storage Facilities . . . Low Insurance Rates . . . Quick Deliveries.

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

## CLEVELAND, OHIO

**MERCHANDISE STORAGE****POOL-CAR DISTRIBUTION****HEATED LIQUOR STORAGE****CUSTOMS BONDED WAREHOUSE****LEASE SPACE**

A MODERN, FIRE-PROOF STRUCTURE WITH  
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

**THE OTIS TERMINAL WAREHOUSE CO.**

1300-38 W. NINTH ST. CLEVELAND, OHIO  
U. S. GENERAL BONDED WAREHOUSE No. 4

## CLEVELAND, OHIO

**Facilities, Service  
and Security**

Merchandise Storage and Distribution . . .  
Fireproof Buildings . . . A.D.T. Service . . .  
Low insurance rates . . . Convenient locations  
. . . United States Custom Bonded . . . Fumi-  
gation if desired . . . Pool car distribution.

**RAILWAY WAREHOUSES, INC.**

3450 CROTON. S.E.

CLEVELAND, OHIO

Represented by  
ALLIED DISTRIBUTION INC.  
61 WEST 43RD ST., NEW YORK 6-C966  
1325 NEWBERRY AVE., MONROVIA, CALIFORNIA

*who, by the way, was at one time the Western manager of this publication. Frank's*

## COLUMBUS, OHIO

**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

**Columbus Terminal Warehouse Company**  
55-85 Terminal Way Columbus, Ohio  
Established in 1882

## COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

**COLUMBUS WAREHOUSES, INC.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

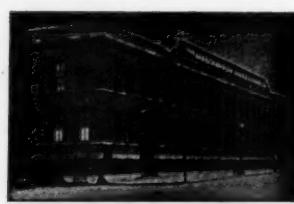
Packing—Shipping—Storage—Local and Long Distance Moving—Steel  
and Concrete Warehouses—Private Siding

**EDWARDS TRANSFER AND STORAGE CO.**  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.  
IDEALLY LOCATED



COLUMBUS:—In the Center of Ohio.  
THE MERCHANDISE WAREHOUSE CO.:—  
Is in the Center of Columbus.

SERVICE:—That means more business for you at less expense.  
Let us serve you at Columbus.

PRIVATE SIDING ON  
N. Y. CENT. RY.  
U. S. Customs Bonded

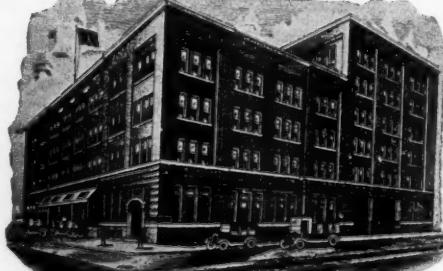
The Merchandise Warehouse Co.  
270 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

## COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

FIRE PROOF



**THE NEILSTON STORAGE CO.**

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## DAYTON, OHIO

**THOS. F. LARKIN  
WAREHOUSE & CARTAGE COMPANY**

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

picture is published along with the others and as fast as you boys name and describe

## LIMA, OHIO

**The Stelzer Truck & Storage Co.**

407-11 Findlay Rd.

Merchandise and Household Goods Storage  
Moving, Packing, Shipping  
Distribution of Pool cars, NYC siding  
Member: MWA, O. A. C. H.

## MARION, OHIO

**MERCHANTS TRANSFER & STORAGE CO.**

180 East Mill St., Marion, Ohio

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

## MARION, OHIO

G. A. WRIGHT, Pres. & Mgr.

**WRIGHT TRANSFER & STORAGE CO.**

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS  
Wright Service to Meet Your Requirements.  
Member of N.F.W.A.—O.W.A.—A.V.L.—O.F.W.A.

## SPRINGFIELD, OHIO

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

Bay Way Now Operated By  
Chain of Tidewater Terminals

The Bay Way Terminal Corp., Bay Way, N. J., is now being operated as a unit of the Chain of Tidewater Terminals and Allied Inland Warehouses, according to an announcement by Walter B. McKinney, president of the latter group.

Leo J. Coughlin, who for the past 14 years has been in charge of the New England affiliates of the Chain Group, namely Boston Tidewater Terminal, Merchants Warehouse Co., Boston and Billerica Transit Stores, also supervises the operation of the various affiliates located in and nearby the Port of New York-Newark Tidewater Terminal, Port of Newark, Lincoln Tidewater Terminals, Inc., and Bay Way Terminal Corp., Bay Way, N. J. The latter organization will manage both the Bay Way property and a large warehouse in Brooklyn. Coughlin has been elected vice-president of each of the above companies and for an indefinite period he will divide his time between Boston and New York.

J. A. Lehman, for many years associated with the Bush Terminal Corp., has been made plant manager of the Bay Way Terminal property.

The New York City office of these companies will be maintained at 17 State Street.

To Furnish Cold Storage  
Service in S. Carolina

The Pure Ice and Provision Co., Columbia, S. C., according to George H. Dieter, president, is preparing to furnish cold storage and freezer service and to act as distributors of perishable products for South and North Carolina. This company is also giving some attention to the quick freezing of fruits and vegetables which are plentiful in its locality.

TOLEDO, OHIO

HERE IS REAL  
WAREHOUSE SERVICE



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6  
U. S. CUSTOM BONDED

GREAT LAKES  
TERMINAL WAREHOUSE CO.

321-359 MORRIS ST. TOLEDO, OHIO  
Private Siding B&O. and N.Y.C. R.R.'s  
TOLEDO'S LARGEST—FINANCIALLY  
RESPONSIBLE—WAREHOUSE

TOLEDO, OHIO

The RATHBUN CARTAGE CO.  
2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. Moving, packing, shipping, storing. Biggers and machinery movers. POOL CARS SOLICITED. Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL  
WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transfer storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of Commerce

Represented by  
NEW YORK ALLIED DISTRIBUTION INC.  
1523 NEWBERRY AVE., MONROVIA, CHICAGO

YOUNGSTOWN, OHIO

1887

1937

WHEN MOVING EMPLOYEES TO OR FROM  
YOUNGSTOWN, OHIO  
CONSULT

THE WM. HERBERT & SON CO.  
646 MARKET ST.

"Over 50 Years of Dependable Service"

your candidates, they, too, will have the honor of being presented to their business as-

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.  
General Warehousing and Distribution



MOTOR  
TRUCKS  
& TEAMING  
HOUSEHOLD  
GOODS  
MERCHANDISE

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Oklahoma Bonded Warehouse Company

Merchandise Warehousing  
Pool Car Distribution

Free Switching  
Private Trackage  
P. O. Box 1222

Represented by  
NEW YORK 1523 NEWBERRY AVE., MONROVIA, CHICAGO  
1523 NEWBERRY AVE., MONROVIA, CHICAGO

50,000 Sq. Ft.  
Floor Space  
Fireproof

OKLAHOMA CITY, OKLA.

THE PUBLIC WAREHOUSE COMPANY, INC.

1-9 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS  
POOL CAR DISTRIBUTION

Brick and Concrete Construction Building. Strictly Fireproof—Automatic Sprinkler System. Insurance Rate 14.7c. Santa Fe Siding Conveniently located in Downtown Industrial and Retail districts.

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
303-313 East Grand Avenue

We Solicit Your Accounts for  
Transfer and Storage  
Members of American  
National Warehousemen's  
Associations

TULSA, OKLA.

FEDERAL STORAGE & VAN CO., INC.

MERCHANDISE STORAGE &  
DISTRIBUTION

Punctual Service & Remittances  
Centrally Located—Low Fire Rates

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

## KLAMATH FALLS, ORE.

Established 1926

Klamath Falls Transfer & Storage Co.  
400 KLAMATH AVE.

## Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,000 sq. ft. Investment \$3,000. Consign shipments via G. N. &amp; P. Transfers Household Goods. Equipment 3 Trucks. Cargo Insurance.

Member of A. W. A.—Ore. W. A.

## PORTLAND, ORE.

## Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse ActMerchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET

## PORTLAND, ORE.

## HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and  
DistributionPrivate Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.POOL CAR DISTRIBUTION  
A SPECIALTYMember A. W. A.—Amer. Chain.  
Established 1864

## PORTLAND, ORE.

## OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

## U. S. BONDED AND PUBLIC WAREHOUSES

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler EquippedMember A. W. A.  
Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

## MERCHANTISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us at our private Siding.

## PIHL TRANSFER &amp; STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon  
Our Personal Supervision assures you prompt and proper service.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH

## RUDIE WILHELM WHSE. CO., INC.

Radio Wilhelm, Pres.

Member A. W. A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System  
Complete Facilities for Storage and Distribution  
of All Commodities

Agents: Universal Transcontinental Freight Service

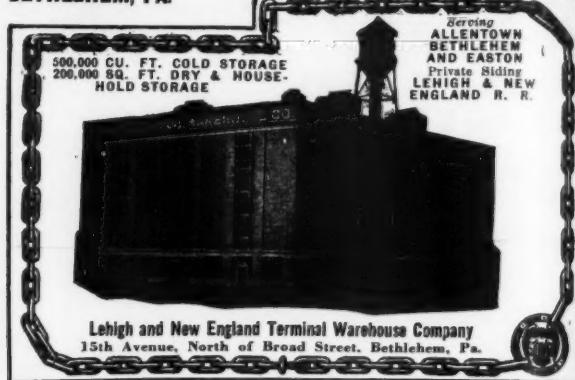
ATTENTION  
WAREHOUSEMEN

"Business goes where it is invited and stays where it is well treated."

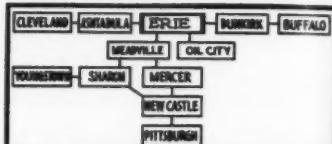
J. W. Shugart

sociates through these pages. Some of those who were timid about this publicity have

## BETHLEHEM, PA.



## ERIE, PA.

THE ERIE  
STORAGE  
& CARTING  
COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A.  
P.F.W.A.—Rotary and KiwanisTHE IRWIN  
TRANSPORTATION  
COMPANY1502 Sassafras St.  
Erie, Pa.Overnight service  
on merchandise to  
all of the above  
cities.

## HARRISBURG, PA.

Pool  
Cars  
Efficiently  
Handled  
Merchandise  
and  
Household  
Goods Storage

## HARRISBURG STORAGE CO., Harrisburg, Pa.

P. R. R. Sidings Agent for Aero, Mayflower Transit Co.  
American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna.  
Warehousemen's Association, American Chain of Warehouses

## HARRISBURG, PA.

KEYSTONE WAREHOUSE  
GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR  
PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

## HAZLETON, PA.

## KARN'S STORAGE, INC.

FIREPROOF FURNITURE STORAGE  
Merchandise Warehouse—LVRR Siding  
Packing—Shipping—Distribution  
Local & Long Distance Hauling  
Members: Mayflower W. A.—P. F. W. A.—P. W. A.

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## DIRECTORY OF WAREHOUSES

## PENNSYLVANIA

## JAMES D. DUNN

James D. Dunn, 69 years old, president of the Riverside Storage and Cartage Co., Detroit, died June 2nd, at his home, 4744 Leslie Avenue. Mr. Dunn had been ill but a short time. He was president of the Riverside Storage and Cartage Co. for the past 20 yrs., and had been connected with the company for 47 yrs.

He was a former president of the Michigan Furniture Warehousemen's Assn., of the Detroit Merchants' and Warehousemen's Assn.; and of Detroit Furniture and Warehousemen's Assn. He was treasurer of the National Warehousemen's Assn., and had been for many years an active member of the Detroit Board of Commerce.

Mr. Dunn was a man of high intelligence and was consulted by practically everybody in the warehouse business. He had that unique talent of being able to see all sides of a question and when problems arose, he would quietly sit and let the boys talk it out. They



James D. Dunn

would come to him as a final referee and he never failed to have the ability to satisfy both sides to the question.

Mr. Dunn was widely known by business men in Detroit, Riverside Storage and Cartage Co., having been a downtown business concern for the past 54 yrs. He took a keen interest in human nature and enjoyed the esteem and confidence of all whom he contacted. All of the men in his offices came to him for advice in regard to personal or other matters.

Mr. Dunn was not a club man, and for recreation he spent it at home and with his family. His hobby was reading. He had a great fondness for good books and took a lively interest in political discussions as well as civic affairs.

He was active in connection with matters concerning the warehouse industry and served on many important committees, for which he was selected because of his particular knowledge of the business and his particular talent in bringing about the right solution of problems.

He is survived by his wife, Catherine; two sons, J. Joseph and Charles I. Dunn, who were associated with him in the Riverside Storage and Cartage Co., and a sister, Sister Josepha, of Natchez, Miss. Burial was in Mt. Olivet Cemetery.

The Board of Directors of the Riverside Storage and Cartage Co. will meet sometime in the near future to make the changes made necessary by Mr. Dunn's death.

since thanked us for our insistence in securing their photographs and they have told

## LANCASTER, PA.

## Keystone Express &amp; Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. &amp; R.

## LANCASTER, PA.

## LANCASTER STORAGE CO.

## LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,  
Forwarding  
Manufacturers' Distributors, Carload Distribution, Local  
and Long Distance Moving  
Members May. W.A.—P.F.W.A.

## OIL CITY, PA.

CARNAHAN  
Transfer and StorageThe most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and piano. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.  
Forwarding agents

Members N. F. W. A.

## PHILADELPHIA, PA.

A responsible nation-wide moving service. Call upon  
us when transferring representatives any place in the  
United States, Canada or abroad.

## ATLAS STORAGE COMPANY

Agent: ALLIED VAN LINES, INC.

## ATLAS TRANSPORTATION COMPANY

operating under tariffs filed with I.C.C.

4015 WALNUT STREET

Telephone: EVERGREEN 1280 Cable address: BOWLINGVAN

## PHILADELPHIA, PA.

Est. over 50 years.

## FENTON STORAGE CO.

Absolutely Fireproof 46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

## PHILADELPHIA, PA.

## Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. &amp; T., P. F. W. A.

## PHILADELPHIA, PA.

## GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Siding: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

## PHILADELPHIA, PA.

BUELL G. MILLER, President



## MILLER

## North Broad Storage Co.

BROAD &amp; LEHIGH &amp; BRANCHES

Member N.W.A., P.M.T.A., C.F.M.A. of Pa.

# The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

## TERMINAL WAREHOUSE COMPANY

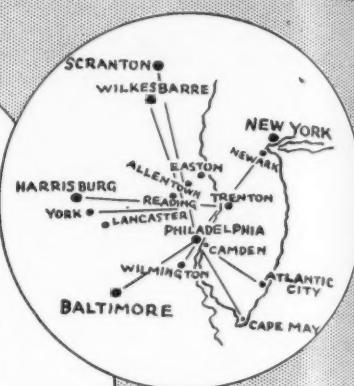
Delaware Ave. and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at  
Strategic Distribution Centers



### Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

### PHILADELPHIA, PA.

## 22 MODERN, CENTRALLY LOCATED WAREHOUSES

Right in the very center of the industrial, wholesale and retail sections of Philadelphia, with more than 1,000,000 sq. ft. of storage space, bonded and free, available.

Each building is of modern construction, fully equipped, adequately safeguarded and efficiently managed by an experienced staff qualified to handle all business detail, except selling.

Accommodations are provided for practically every type of merchandise, with separate buildings for hazardous goods.

#### SPECIAL BANKING SERVICE

is provided for the handling of bills-of-lading and loans on warehouse receipts.

## PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices & Banking House, 111-113 S. 3rd St., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel. Hanover 2-1954  
J. W. Terreforte, 250 Park Ave. Tel. Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

### Pennsylvania Warehousemen's Assn. Re-Elects Officers

At the annual meeting of the Pennsylvania's Warehousemen's Assn., held June 1 at the Hotel Hershey, Hershey, Pa., all of the officers were re-elected for another year. H. W. Wilson, of the Lehigh & New England Terminal Warehouse, Bethlehem, is president; F. D. Godley, of the Merchants Warehouse Co., Philadelphia, and J. Lee Kirby, of the Kirby Transfer and Storage Co., Pittsburgh, are vice-presidents; and D. Bailey Brandt, Jr., of the Harrisburg Storage Co., Harrisburg, is secretary-treasurer.

There was considerable discussion on the Wharfingers Act of 1937 and its possible application to inland warehouses. The meeting also discussed warehouse receipts, negotiable and non-negotiable, and also labor problems.

### Philadelphia Fights Top Wharfage Charges

In a 2-day hearing at Philadelphia to determine whether special privileges had been granted by steamship lines, terminal operators, and railroads in handling east-bound intercoastal shipments of lumber at North Atlantic ports, the Federal Maritime Commission was warned by the railroads and shippers that its power will not be recognized without a court test.

That is the implication contained in broad hints by attorneys and witnesses at the first hearing held in Philadelphia by the newly created Federal transportation regulatory body.

Examiner G. O. Basham, who, with E. P. Cotter, conducted the investigation, denied the F. M. C. was acting on formal complaint, but admitted numerous inquiries were received which the commission decided to investigate.

(Concluded on page 81)

us that the officers of their firms have been delighted with the publicity and the fact

## PITTSBURGH, PA.

## DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

## Merchandise Storage &amp; Distribution

Members A. W. A.

## PITTSBURGH, PA.

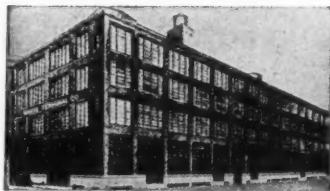
Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

## WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBBOING  
DISTRICT

A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

## STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

## SCRANTON, PA.

## R. F. POST

## DRAYMAN &amp; STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE  
MERCHANDISE STORAGE  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.  
POOL CARS  
PACKING

## SCRANTON, PA.

## The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION  
D L & W and D & H Siding

Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

## KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING  
Private Siding B. & O. R.R.

## WILKES-BARRE, PA.

## WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

## WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

## PROVIDENCE, R. I.

## CADY MOVING &amp; STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.

Agents for Allied Van Lines, Inc.



## PROVIDENCE, R. I.

## Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars, Dockage facilities on deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

## Charleston Warehouse and Forwarding Corp.

Merchandise Storage and  
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.

Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## GREENVILLE, S. C.

"The Heart of the Piedmont"

## TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

## GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

## KNOXVILLE, TENN.

## FIREPROOF STORAGE &amp; VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12¢ per \$100.00 Household goods shipped

per annum. distributed. solicited. Prompt remittance

Pool Cars distributed. made.

MEMBERS American Warehousemen's Assn.

PROMPT AND EFFICIENT SERVICE

## KNOXVILLE, TENN.

J. E. Dupes, Pres. &amp; Gen. Mgr.—E. V. Bruce, Asst. Treas.



## Rowe Transfer &amp; Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.Agent, Aers Mayflower Transit Company  
Member, Mayflower Warehousemen's Association

that their executives are held in sufficiently high esteem to be nominated for

## MEMPHIS, TENN.



S. S. DENT, Pres.

General Whse. & Dist. Co.  
435 So. Front St.

"Good housekeeping, accurate records.  
Personal Service"  
Located in the center of the Jobbing &  
Wholesale District

Sprinklered  
Private R. R. siding      Low Insurance  
Perfect service

## MEMPHIS, TENN.

L. E. MCKNIGHT, Pres.

## OUR CUSTOMERS

ARE THE BEST ADS WE HAVE, BE-  
FORE SETTLING IN MEMPHIS. LET  
US GIVE YOU THEIR NAMES.

## MERCHANTS

WAREHOUSE CO., Inc.

Member, Associated Warehouses, Inc.

## MEMPHIS, TENN.

Established 1856

## PATTERSON TRANSFER COMPANY

New River and Rail Terminal Warehouse. Merchandise Storage  
and Pool Car Distribution. Lowest Insurance Rates—\$1.10  
per \$1,000.00 per Annum. Bonded Agents of all Rail and  
Barge lines. Let us serve you in the Mississippi Valley.

Member of A.W.A. and A.O.W.

## MEMPHIS, TENN.

Pres. J. H. POSTON  
Secy. and Treas. W. H. DEARINGEstablished  
1894JOHN H. POSTON  
STORAGE WAREHOUSESINCOR-  
PORATED

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

Represented by  
ALLIED DISTRIBUTION INC.  
11 WEST 42ND ST. NEW YORK 3-9046CHICAGO  
1525 N. WABASH AVE. CHICAGO 2-1255

## MEMPHIS, TENN.

## "SERVICE"

## ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

## "SERVICE"

ATTENTION  
ALL READERS

IDENTIFY THE FOUR  
EXECUTIVES DESCRIBED  
IN THE BOTTOM LINE  
Send your own nominations to  
—Bottom Line Editor of D&W

this honor by those with whom they do business. So, when we request your

## NASHVILLE, TENN.

124 First Avenue, N.  
Phone 5-4153

BOND-CHADWELL CO.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE  
RIVER, RAIL AND TRUCK TERMINAL  
Household Storage, Local and Long Distance Moving  
Fireproof Warehouses—Up-to-Date Equipment  
AGENTS ALLIED VAN LINES, Inc.

## NASHVILLE, TENN.

521 Eighth Ave., So.

## Central Van &amp; Storage Co

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

## NASHVILLE, TENN.

## Nashville Warehousing Co.

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

## NASHVILLE, TENN.

ESTABLISHED 1886

## The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



## AMARILLO, TEXAS

WM. C. BOYCE

## Armstrong Transfer &amp; Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-

versal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehouse-

men's Association—American Chain of Warehouses

J. A. RUSSELL



## BEAUMONT, TEXAS

## GARDNER'S

## BEAUMONT TRANSFER &amp; STORAGE COMPANY

Est. 1895

GENERAL MERCHANDISE—H.H. GOODS STORAGE  
POOL CAR DISTRIBUTION  
PRIVATE SIDING—FREE SWITCHING

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## DIRECTORY OF WAREHOUSES

TEXAS

(Concluded from page 78)

At the outset of the hearing, attorneys for the Pennsylvania and Reading railroads, the city of Philadelphia, and various terminal operators and ship lines made certain the record showed their witnesses were appearing merely to cooperate with and aid the commission, and that their appearances did not infer recognition of the jurisdiction of the commission. This left the way open for any or all of the various interests to attack the commission's jurisdiction in future—an action not at all improbable should the toes of any of them be tread upon by commission regulations.

Philadelphia at present is fighting before the State Supreme Court for the right to ban top wharfage charges on piers within city limits. In so doing, it is bucking a lower court decision giving power over such charges to the State Public Utility Commission, and railroad contentions that the Maritime Commission holds jurisdiction. Moreover, the Federal agency already has been petitioned by a shipper group to step into the situation.

During the hearing, the examiners appeared interested primarily in determining what proportion of lumber coming through the port goes into local delivery and what amount moves to interior points. A second frequently propounded query sought to elicit information as to how much of the water-borne lumber received moved by truck and how much by rail.

Testimony indicated that, roughly, 75 per cent of lumber received at Philadelphia, Camden, Wilmington, and Trenton goes into local delivery and that trucks at present handle about 75 per cent of all lumber, although the more normal proportion has been about 50 per cent by rail and the remainder by truck.

#### D and W Elects New Directors and Officers

At their annual meeting on June 3rd, the stockholders of Distribution and Warehousing Publications, Inc., elected the following directors:—C. A. Musselman, president of Chilton Company; F. J. Frank, president of The Iron Age; Wm. A. Barber, treasurer of Chilton Company; A. K. Murray, H. S. Webster, Jr., E. P. Beebe and F. E. Spooner.

The newly elected directors met and elected the following officers:—F. J. Frank, president; Wm. A. Barber, vice-president; H. S. Webster, Jr., secretary and general manager and E. P. Beebe, treasurer.

A. K. Murray resigned as president and general manager to relieve himself of the strain of administration and to devote his entire time to field work required both by his health and the new plans D and W is developing to serve the thousands of warehouse users throughout the country.

H. S. Webster, Jr., who has been closely associated in publication management with Andy Murray for many years, will take over the management relinquished by Murray.

For 36 years, this publication has kept pace with the ever-changing developments in shipping, distribution and warehousing methods, having been known first as Team Owners' Review, next as Transfer & Storage and more recently as Distribution and Warehousing. The evolution is still in progress and D and W pledges itself to keep its 7,000 distribution executive readers posted on future developments and economies in the shipping and distribution of their raw materials and finished products, and the transportation of the personal effects of their executives and personnel when they are removed from one city to another.

#### S. R. BRUSTMAN

S. R. Brustman, vice-president and officer manager of the Blue Line Storage Co., Des Moines, Iowa, died April 25 after an illness of about 4 weeks.

**photograph, please rush it to us, remembering that it is "by popular demand."**

#### CORPUS CHRISTI, TEX.

PERRY TUCKER

ESTAB. 1896



Corpus Christi Transfer Co., Inc.

DISTRIBUTORS OF MERCHANDISE  
VIA RAIL, TRUCK OR WATER

BONDED WAREHOUSES

Post Office Box 123

Members N.W.A.—S.W.T.A.—T.M.T.A.

Phone 123

#### CORPUS CHRISTI, TEX.

C. M. Crooker—Pres. J. W. Crooker—Vice-Pres.  
May Crooker—Sec. & Treas.

#### CROCKER TRANSFER AND STORAGE CO., Inc.

Established 1882

Distribution Pool Cars or Boat Shipments

Merchandise &amp; Household Goods

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.

Agent for Allied Van Lines, Inc.

#### DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

#### AMERICAN TRANSFER & STORAGE CO.

BONDED FIREPROOF WAREHOUSES

MERCANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

#### DALLAS, TEXAS

#### In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60  
Years  
BINYON-O'KEEFE  
Storage Co.  
Dallas  
Associated with Distribution Service, Inc.



#### DALLAS, TEXAS

E. D. Balem Gus K. Weatherred  
(Established 1875)

#### DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse Space

Operators of Lone Star Package Car Company  
(Dallas Division) Dallas operates via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Sem-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points. H & M Motor Freight Line, serving South,  
Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses  
Southwest Warehouse & Transfermen's Assn. Rotary Club

#### DALLAS, TEXAS

#### Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"

Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.

Ft. Worth, Texas Corsicana, Texas

Member of A.W.A.—S.W.A.

ATTENTION  
DISTRIBUTORS

For the past twelve months  
new warehouse advertisers have  
appeared in each succeeding issue  
of D and W—Don't depend on the  
Annual Warehouse Directory issue alone.

## DALLAS, TEXAS



**The Interstate  
Fireproof Storage  
& Transfer Co.**  
301 North Market St.  
Merchandise Storage and  
Distribution.

Household Goods Storage, Moving &  
Packing—Long Distance Hauling  
Associate Managers  
W. I. Ford R. E. Eagon



## DALLAS, TEXAS

**SPECIALIZING**

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION

SERVING THE GREAT  
SOUTHWEST AREA

EVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT.

**KOON-MCNATT STORAGE & TRANSFER CO.**  
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY  
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

## DALLAS, TEXAS

*A Complete Merchandise Warehouse  
Service*

COLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS

**MORGAN WAREHOUSE and COMMERCIAL COMPANY**

Houston Street at McKinney Avenue. 1917 North Houston Street.  
703 McKinney Avenue, Dallas, Texas.

The business address of one of the largest manufacturers in the world. A  
splendid modern plant. A strategic distribution center. A highly specialized  
organization placing at your command the finest SERVICE that skill and willingness  
can offer.

## FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space; with our  
private side and free switching to Fort Worth's eleven Trunk Line Railroads—in  
Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60  
Years

**BINYON-O'KEEFE**  
Tireproof Storage Co.  
Fort Worth  
Associated with Distribution Service, Inc.

For 60  
Years



## FORT WORTH, TEXAS

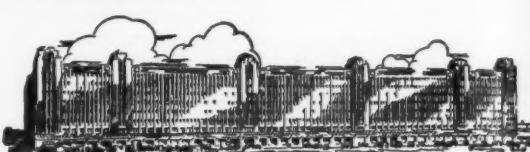
**Storage, Cartage, Pool Car Distribution**

**O. K. Warehouse Company, Inc.**  
255 W. 15th St. Fort Worth, Tex.

**ATTENTION  
ALL READERS**

Some of you are not yet  
aware that D and W is now  
edited primarily for the USER  
of public warehouses; the warehouse  
customer or prospect.

## FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION, OFFICE DISPLAY  
AND WAREHOUSE SPACE**  
**Texas and Pacific  
Terminal Warehouse Co.**

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.  
Service Covers the Lower Rio Grande Valley

## HOUSTON, TEXAS

**BINYON-STRICKLAND  
WAREHOUSES, INC.**

Merchandise Storage  
Centrally Located — Pool Car Distribution  
Private Siding Southern Pacific Ry. Co.  
Goliad & Morin Sts. Houston

Pihl Elected President of  
Portland Association

M. P. PIHL, president and operating executive of the  
M. P. Pihl Transfer & Storage Co., Portland, Ore.,  
was elected president of the Portland Draymen and  
Warehousemen's Assn. at its annual meeting April 21.  
Roderick Paulson, president, manager and operating  
executive of the Standard Warehouse Co., was elected  
vice-president, Merchandise Division. Harvey Lounsbury  
of the Lyon Van and Storage Co. is now vice-  
president, Household Goods Division; and H. W. Dan-  
skin, manager of the Manning Warehouse & Transfer  
Co., is treasurer.

Compton President of Washington  
State Warehouse Association

The Washington State Warehousemen & Trucking  
Assn. at its annual meeting in May elected M. A.  
Compton, secretary-manager of the Compton Transfer  
& Storage Co., Boise, Idaho, president, and Frank C.  
Fairchild, manager and operating executive of Red-  
mond-Fairchild, Inc., Yakima, Wash., secretary.

Shreveport Forms Warehouse  
Group Headed by Chisolm

The Shreveport Warehouse and Transfermen's Assn.  
with a membership of six, has been formed. The mem-  
bership includes the City Transfer & Storage Co.,  
Central Storage & Transfer Co., Chisolm Transfer Co.,  
Herrin Transfer & Warehouse Co., O. K. Storage &  
Transfer Co. and the Terminal Warehouse & Transfer  
Co.

W. F. Chisolm, Chisolm Transfer & Storage Co., was  
elected president. N. C. Townsend, Central Storage &  
Transfer Co., was elected vice-president, and James  
McClure, O. K. Storage & Transfer Co., was chosen  
secretary-treasurer.

## DIRECTORY OF WAREHOUSES

UTAH

## HOUSTON, TEXAS

## HOUSTON CENTRAL WAREHOUSE CO.

ALL MODERN FACILITIES FOR EFFICIENT  
WAREHOUSING AND DISTRIBUTION OF MERCHANDISE  
HOUSTON'S MOST CENTRALLY LOCATED.

New York Rep.  
ALLIED DIST., INC.  
Phone: Penn. 6-0968

Chicago Rep.  
ALLIED DIST., INC.  
Phone: MON. 5531

## HOUSTON, TEXAS

## HOUSTON PORT WAREHOUSE CO.

Merchandise Storage & Pool Car Distribution

Operating three hundred truck units serving Texas, Oklahoma, Louisiana, and Arkansas. Full cargo insurance.

## HOUSTON, TEXAS

## Houston Terminal Warehouse &amp; Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded  
Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance Rate

New York Representative  
Phone Plaza 3-1235

Chicago Representative  
Phone Harrison 1496

## HOUSTON, TEXAS

## PATRICK TRANSFER &amp; STORAGE CO.

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution  
Operators—Houston Division  
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

## HOUSTON, TEXAS

## UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution  
— U. S. Customs Bonded —  
— Office Space —

New York Representatives: Chicago Representatives:  
DISTRIBUTION SERVICE, INC. DISTRIBUTION SERVICE, INC.  
100 Broad Street 219 E. North Water St.  
Members A.W.A. and State and Local Associations.

## HOUSTON, TEXAS

IN HOUSTON

## Westheimer Transfer and Storage Co., Inc.

Fifty-four Years of Dependable Service  
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY  
Basil S. Hurwitz Agent for Allied Van Lines, Inc. State and Local Assn.  
President

## SAN ANTONIO, TEXAS

## MERCHANTS TRANSFER &amp; STORAGE CO.

## FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service  
over 50 years of satisfactory service

Member of A.W.A.—N.P.W.A.—S.W.A.

## SAN ANTONIO, TEXAS

## Muegge-Jenull Warehouse Co.

BONDED

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

## Scobey Fireproof Storage Co.

HOUSEHOLD — MERCHANTISE  
COLD STORAGE — CARTAGE

## DISTRIBUTION

INSURANCE RATE — 10c

Members of 4 Leading Associations

## SAN ANTONIO, TEXAS



## SOUTHERN TRANSFER CO., INC.

## FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—

Cartman's Permit No. 1

## TYLER, TEXAS

## Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

## WACO, TEXAS

## TEXAS FIREPROOF STORAGE CO.

225-227 So. 11th St.

Modern Merchandise and Household Goods Storage  
Free Switching. Eight-Car Private Siding.  
Storage-in-Transit Privileges. Branch Office Facilities.  
Pool Car Distribution. Household Goods Transferred.  
Established 1923 R. B. Albaugh, Pres.

Member of AWA—NFWA—AVL—SWA—ACW

## WICHITA FALLS, TEXAS

## Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory  
Tarry Warehouse & Storage Company, Inc.

Members: National Farm. Warehousemen's Assn.  
Southwest Warehouse & Transfermen's Assn.  
See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH

Member of A.W.A.

## WESTERN GATEWAY STORAGE CO.

Warehousing in all its branches

Precise and definite service at reasonable rates  
Ogden is the largest railroad terminal in the Intermountain West. Considerable time can be saved in the distribution of pool cars through Ogden

## SALT LAKE CITY, UTAH

## CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

## Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

## JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

## SALT LAKE CITY, UTAH

## DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"

213 So. First West St.

FACILITIES—55,000 sq. ft.; Slow burning, brick, steel and mill const.; Floor load 10,000 lbs. Sprinkler sys.; A.D.T. Private watchman; insurance rate, 1.6%; Interrurban Electric siding; free switching from all R.R.'s.

SERVICE FEATURES—Bonded, Pool car distributors. Merchandise handled, storage, collections made and promptly paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouse to transportation depots. Office space.

ASSOCIATION—Utah Warehousesmen's Assn.

IDEAL LOCATION—On the edge of Salt Lake's business and financial district and right in the center of the jobbing section—in the heart of all business activity, and the most desirable location in Salt Lake City. Our negotiable receipts are accepted by banks as collateral against merchandise stored in warehouse. Prompt delivery service.



## SALT LAKE CITY, UTAH

## M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

72,000

Square feet space. Reinforced concrete and brick with office or dock space, also U. S. Customs bonded space. In center of jobbing district. Free switching.

26 years  
Unsurpassed service. Specialist in distribution. Our receipts accepted as collateral by banks for inde. in storage. Free P. & D. service over rail and truck lines.

Member A.W.A.—N.F.W.A.—U.W.A.—A.W.I.

## SALT LAKE CITY, UTAH

## MOLLERUP MOVING AND STORAGE CO.

Operating  
MOLLERUP VAN LINES

Warehousing, Local and Long Distance Moving.  
Shipments handled from all parts of the U. S.  
Bonded and Insured.

J. A. MOLLERUP, Manager

## SALT LAKE CITY, UTAH

FOR BETTER SERVICE  
SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 30 Years Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accomodations - Display Space

Represented by American Chain of Warehouses, Inc.  
New York Chicago  
230 Park Ave. 85 W. Jackson Blvd.

Member  
A.W.A.—U.W.A.

## LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.

## Gilbert Storage &amp; Transfer Co.

60 7th STREET

Pool Car Distribution of Merchandise and  
Household Goods.  
Sprinklered Building with Automatic  
Fire Alarm.  
Household Goods Transferred



## NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANTISE

## NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANTISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. &amp; S.W.A.



## NORFOLK, VA.

Established 1892

## SOUTHGATE STORAGE COMPANY, Inc.



For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklets—"7 POINT DISTRIBUTION"

## RICHMOND, VA.

## 59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER and STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—310,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River—Freight Truck Lines.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

## RICHMOND, VA.

THE W. FRED. RICHARDSON  
Security Storage Corporation

PACKING FOR SHIPMENT

Local and Long Distance Movements  
ESTABLISHED 1897

Agent for Allied Van Lines, Inc.

## RICHMOND, VA.

160,000 Sq. Ft. Space

## VIRGINIA BONDED WAREHOUSE CORPORATION

ESTABLISHED 1908

U. S. BONDED &amp; PUBLIC WAREHOUSES

MERCHANTISE STORAGE &amp; DISTRIBUTION

INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.

BUILDINGS SPRINKLERED

## ROANOKE, VA.



## H. L. LAWSON &amp; SON

Finance and Storage

Pool Car Distributors

General Merchandise Storage

421-25 EAST CAMPBELL AVE.  
ROANOKE, VIRGINIA

## ROANOKE, VA.

## ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding

Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

## SEATTLE, WASH.

## ABC STORAGE CO.

We Make a Specialty of Storage for  
Agents, Brokers, and General  
Business HousesPrivate Siding. Shipments Via Any Railroad. Pool Car Dis-  
tribution. Sales Representation. Labeling, Grading, Sorting,Motor Freight  
Terminal304 So. Alaskan  
Way

## DIRECTORY OF WAREHOUSES

## WASHINGTON

## SEATTLE, WASH.

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**  
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet  
INSURANCE .133 Cents per \$100.00  
GENERAL STORAGE AND DISTRIBUTING SERVICE  
OPERATING 65 AUTOS Since 1889  
Members of NFWA—ACW—WSWA

## SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Northwest  
Distributors**

Seattle—Tacoma—Portland  
Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

## SEATTLE, WASH.

**TAYLOR-EDWARDS  
Warehouse & Transfer Co., Inc.**

Free switching service—Low insurance rates  
Associated with leading warehouses through  
**DISTRIBUTION SERVICE, INC.**  
New York Chicago San Francisco  
Members of—American Warehousemen's Assn.; National Warehousemen's Assn.; Washington State Warehousemen's Assn.

## SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY  
1990 Railroad Avenue**

GENERAL MERCHANDISE  
STORAGE  
100,000 sq. ft. capacity  
Established 1900



POOL-CAR  
DISTRIBUTORS  
U. S. CUSTOMS BOND  
Free Switching

Bekins' Vancouver Building  
Acquired by Newspaper

*Vancouver Sun*, Vancouver, B. C., has acquired the 17-story Bekins building and will convert it into its new home for occupancy early this month. Up to this time the building has been used for offices with a large section devoted to the purposes of its owners, the Bekins Storage Co. The latter has arranged to take over the present Sun building as part of the deal. The Bekins building, soon to be known as the Sun building, was built in 1911 with the original purpose of housing the *Vancouver World*, which suspended publication some years ago.

**We've Heard That**  
(Continued from page 24)

ments in the steel-base, the cool storage of canned goods and the application of knowledge concerning the corrosion of tinplate.

Cool storage has already been mentioned as an excellent way of minimizing all kinds of spoilage due to corrosion. Since 1931 this has been confirmed with many different kinds of fruits, and there is no doubt that the artificial cooling of ships' holds, warehouses and depots to about 34 to 40 deg. F. in naturally warm climates would effect a great improvement in the quality of many classes of canned goods.

## More Canadian Business

TOTAL commerce between the Dominion of Canada and the United States for 1936, the first year of the Canada-American reciprocal trade agreement, increased \$149,000,000.

## SEATTLE, WASH.



**OLYMPIC WAREHOUSE  
& COLD STORAGE CO.**

J. R. GOODFELLOW, Pres.

**FACILITIES**—Cold Storage, 144,000 cu. ft.; Dry storage, 60,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.

**SERVICE FEATURES**: Bonded U. S. Customs; State; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service).

**REPRESENTED BY**—Central Distribution Bureau: Chicago and New York.

**ASSOCIATIONS**—A.W.A. (C.B.); Wash. State Wharfs. Assn.

**OTHER DATA**—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.



1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

## SEATTLE, WASH.

## WINN &amp; RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution



Located in the center of wholesale and jobbing district  
Low insurance rates Office and desk space  
Member—A. W. A.—Allied Distribution, Inc.

## SPOKANE, WASH.

**Satisfaction  
Assured**

OPERATING WAREHOUSES  
IN PRINCIPAL CITIES OF THE WEST  
**BEKINS**  
MOVING & STORAGE CO.  
S. 151 Adams St.  
R. K. McELWEE, Mgr.

## SPOKANE, WASH.

Millard Johnson  
Pres.W. B. Fahlin  
Secy.

Consign to  
**SPOKANE TRANSFER & STORAGE CO.**  
A. W. A. 308-316 Pacific Ave. N. F. W. A.

**Merchandise Department**  
Largest Spot-Stocks in the  
"Inland Empire."  
(67,000 sq. ft.)

Member of American Chain of Warehouses

**Household Goods Dept.**  
Assembling and distribution of  
pool and local shipments.  
Agents for JUDSON.

## TACOMA, WASH.



**Pacific Storage & Transfer Co.**

Drayage Storage Distribution

Located in Center of Wholesale  
and Jobbing District  
General Merchandise Storage

## WEST VIRGINIA

## DIRECTORY OF WAREHOUSES

D and W, July, 1936

## HUNTINGTON, W. VA.

**THE SHIPPING CENTER for  
4 STATES**

**Ohio Kentucky Virginia West Virginia**

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

**HUNTINGTON WAREHOUSE CORP.**  
1639-41-43-45 Seventh Ave., Huntington, W. Va.  
Member of A.C.W.—A.W.A.

## GREEN BAY, WIS.

**LEICHT TRANSFER AND STORAGE CO.**  
Established 1903  
100 South Broadway  
Merchandise Distributors and Household Goods  
Forwarders.  
Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.  
U. S. Customs, Warehouse, State and Public Bonded.  
Waterfront Facilities; Private Siding CB&W.  
Wood Pulp a Specialty. Pool Car Distribution.  
Members of MayWA—WisWA

## LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.**  
GENERAL STORAGE  
We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.  
Free switching service  
Large fleet of Vans and Delivery Trucks  
We give prompt service  
430-434 SOUTH THIRD STREET

## MADISON, WIS.

**MEMBER  
MAYWA  
WAREHOUSEMEN'S  
ASSOCIATION**

**MRS. ROBERT M. JENKINS, Pres.**  
**The Union Transfer & Storage Co.**  
State Bonded Warehouse on Private Switch  
Fireproof Building 85,000 Square Feet  
Pool Car Distribution by Truck or Rail  
Private Siding Milwaukee Road,  
Free Switching All Roads  
Established 1896

## MILWAUKEE, WIS.

**in Milwaukee**

United States Government  
Bonded. State of Wisconsin  
Licensed and Bonded.

**ATLAS STORAGE CO.**  
Division of P&V-Atlas Industrial Center  
710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN  
Represented by DISTRIBUTION SERVICE, INC.  
New York—100 Broad Street Chicago—219 E. North Water Street  
San Francisco—625 Third Street

**ATTENTION  
WAREHOUSEMEN**

"If conditions were ever  
such as to demand advertising,  
now is the time."

John Simon

## DIRECTORY OF WAREHOUSES

## MILWAUKEE, WIS.

**HANSEN  
STORAGE CO.**  
ESTABLISHED 34 YEARS  
18 Warehouses  
Specializing in—  
Merchandise Distribution and Complete  
Branch House Services  
TRACK CAPACITY FOR 50 CARLOADS  
DEPENDABLE EXPERT QUICK SERVICE

## MILWAUKEE, WIS.

**LINCOLN**  
FIREPROOF WAREHOUSE CO.  
WAREHOUSE SERVICE RAILROAD SIDINGS  
OF EVERY AND  
DESCRIPTION DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.  
Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.

**NATIONAL WAREHOUSE  
CORPORATION**  
Serving the Nation's  
Leading Shippers  
EVERY PHASE OF  
GENERAL  
MERCHANTISE  
WAREHOUSING  
and  
DISTRIBUTION  
C.G.N.W.R.R.  
Sidings—

**"MILWAUKEE'S  
FINEST"**

**OUR PROPERTIES—BONDED—RESPONSIBILITY**

New York Office ..... Tel. MURRAY Hill 2-7645  
Chicago Office ..... Tel. Franklin 6263

## RACINE, WIS.

**In  
Racine!**

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—  
Packing—Shipping

**RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY**  
1 to 7 Main Street, Racine, Wis.

Canadian imports from the United States amounted to \$370,000,000, an increase of \$57,000,000 over those for 1935, and United States imports from Canada totaled \$378,000,000, up \$92,000,000 over the previous year's figures.

Canadian imports from the United States gained 18 per cent over 1935, as against 12 per cent in imports from all other countries. The United States imports from Canada gained 32 per cent as against a 17 per cent in all other imports.

## Bill of Lading Charge

THE various north Atlantic-Europe steamship conferences have made effective a new regulation imposing a charge of 5 per cent of ocean freight charges, minimum \$1 and maximum \$3.50, to be paid by the shipper for each bill of lading prepared by the ocean carrier.

# CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

## JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE  
FORWARDING — DISTRIBUTING

You Can Buy No Better Service

OTTAWA, ONTARIO

A. Godfrey Fournier, Pres. & Gen. Mgr.  
Fournier Van & Storage, Ltd.

114 RIDEAU ST.

Household Goods Storage, Moving and  
PackingThree warehouses—Private Siding—Free Switching all roads.  
Ottawa's Oldest and Most Reliable Crating House.  
Established 1883

THOROLD, ONTARIO

### DISTRIBUTE IN CANADA

FROM THE WELLAND SHIP CANAL AREA

A terminal point for all the Canadian package freight lines; New York State barge  
canal and direct shipping to ocean ports. We offer the most central location in  
Canada for distribution by water. Also Canadian National Railways and trucking  
connections.

INDUSTRIAL SITES AVAILABLE. INQUIRIES INVITED.

NIAGARA DISTRICT WAREHOUSE and FORWARDING CO., Ltd.

### Stage Setting



This miniature warehouse background was used as a stage setting for the annual convention banquet of the Washington State Warehousemen's Assn., held recently at Spokane, where warehousemen from Oregon and Idaho were also in attendance. Walt B. Fohlin, East Side secretary of the association, is on the left, followed by O. C. Taylor, Seattle, the new president; W. P. Shirk, Spokane, vice-president; and W. G. Dickinson, Seattle, secretary-treasurer.

TORONTO, ONTARIO

## TERMINAL WAREHOUSES LIMITED

SUCCESSORS TO

CANADIAN RAIL &amp; HARBOUR TERMINALS LIMITED

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold **STORAGE** Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching. Pool Cars to All Major Distributing Points

TORONTO, ONTARIO

C. F. B. Tippet, Pres.

## Tippet-Richardson, Ltd.

218 FRONT STREET EAST

TORONTO, ONT.

Furniture  
StorageCrating  
and ShippingLong Distance  
Moving

MONTREAL, QUEBEC

## Morgan Trust Company

Furniture **Two**  
Storage **Warehouses**For 90 years  
connected with Montreal business.All consignments  
to us will receive most careful  
attention.

1455 UNION AVENUE

MONTREAL, QUEBEC

Established 1908

W. G. KENWOOD, Pres. &amp; Mgr. Dir.

Westmount Transfer &amp; Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. &amp; T. A.

# MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPA, S.A. (MDSE &amp; HHG) Apartado (P.O.B.) 1146

Pres. &amp; Gen. Mgr.: H. ROSENSTEIN

Modern, Fireproof Wharf.

Connected with all Mexican RR's

Storage of General Goods. Forwarding. Packing Furniture

Custodial Invoices. Assn. NFWA

Correspondent Security Storage Co., Washington, D. C.



Modern trucks demand Diesel power and... the Cummins *Dependable* Diesel dominates the field because it will give twice the miles for half the cost... repeat orders are telling the story. Cummins Engine Company, 220 Wilson St., Columbus, Indiana.



## CUMMINS *Dependable* DIESEL

PIONEER IN MODERN DIESEL DEVELOPMENT



The same courteous and competent staff will give you the utmost in friendliness, comfort and service. Conveniently located to all stations, and only five minutes away from the heart of the business section.

600 ROOMS with baths from \$2.50 up  
COMFORTABLY AIR-CONDITIONED  
Lounge and Restaurants

## HOTEL PHILADELPHIAN

FORMERLY HOTEL PENNSYLVANIA

DANIEL CRAWFORD, JR., MANAGER

39th and CHESTNUT STREETS

PHILADELPHIA, PENNA.

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